

The Best Is the Cheapest

There's room for argument here, but there's none when the CHEAPEST IS ALSO THE BEST.

BEACON FALLS are the BEST first quality rubbers on the market and the CHEAPEST.

Made in all styles. Write for catalogue.

THE BEACON FALLS RUBBER SHOE CO.
BEACON FALLS, CONN.



A STORE DO YOU RUN ONE?

If so, and you are endeavoring to get along without using our improved Coupon Book System, you are making a most serious mistake. We were the originators of the Coupon Book plan and are the largest manufacturers of these books in the country, having special machinery for every branch of the business. Samples free. Correspondence solicited.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

EGG Baking Powder

Nearly every dealer who has corresponded with us has bought from us and every dealer who has bought is satisfied and so are his customers.

EGG
BAKING POWDER

Home Office, 80 West street, New York.
Western Office,
42 River St., Chicago.
Branch Offices:
Indianapolis Detroit
Cincinnati Fort Wayne
Grand Rapids Columbus

WHEAT GRITS

Contain the Heart of the Wheat

With the addition of sugar and milk (or cream), or sugar and butter, they are an ideal and complete food. No better Cereal Food can be produced and the price is less than that asked for other and less desirable cereals. Easily cooked, delicious to eat, easy to digest, easy to buy (\$2.00 per case of 24 2-lb. packages).

Walsh-DeRoo Milling Co., Holland, Mich.

Bay Shore Standard Lime

is the leader because it sells easier, slacks quicker and does more work than any other lime on the market. Better send for prices and further information.

BAY SHORE LIME CO., Bay Shore, Mich.

Cadillac } Fine Cut and Plug
THE BEST.
Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)
AGAINST THE TRUST. See Quotations in Price Current.

Grocers Will Please Commit to Memory

ROASTED AND PACKED BY
DWINELL-WRIGHT CO
PRINCIPAL COFFEE ROASTERS
BOSTON, MASS., U.S.A.

The most reliable Coffees—those best developed—the most excellent Coffees—are roasted and packed by Dwinell-Wright Co., Boston—with Western offices in Chicago. This firm, one of the oldest in the United States, does not confine one's selection to a few brands—as do many of its contemporaries—but offers a choice from **Over Forty Different Coffees**—from which the grocer can pick those best adapted to his peculiar needs; quite an advantage, isn't it? Dwinell-Wright Co., it must be remembered, has done more to promote the sale of good coffees than any other firm in the world, and its business reputation and the completeness of its modern facilities far exceed those of its competitors. Certainly a plausible reason why it can serve the trade at competitive figures and with dependable coffees. Your next duty obviously will be to buy Dwinell-Wright Co.'s Coffees.

The following houses are exclusive agents for Dwinell-Wright Co.'s Boston Roasted in the State of Michigan:

OLNEY & JUDSON GRO. CO., Grand Rapids, Mich.

C. ELLIOTT & CO., Detroit, Mich.

B. DESENBERG & CO., Kalamazoo, Mich.

SYMONS BROS. & CO., Saginaw, Mich.

JACKSON GROCER CO., Jackson, Mich.

MEISEL & GOESCHEL, Bay City, Mich.

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, AUGUST 7, 1901.

Number 933

THE MERCANTILE AGENCY

Established 1841.
R. G. DUN & CO.
 Widdcomb Bld'g, Grand Rapids, Mich.
 Books arranged with trade classification of names.
 Collections made everywhere. Write for particulars.
C. E. McCrone, Manager.

THE Grand Rapids FIRE INS. CO.
 Prompt, Conservative, Safe.
 J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

ELLIOT O. GROSVENOR

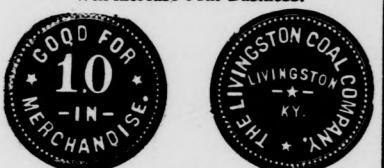
Late State Food Commissioner
 Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
 1232 Majestic Building, Detroit, Mich.

WILLIAM CONNOR
 WHOLESALE
 READYMADE CLOTHING
 for all ages.
 Removed to William Alden Smith block, 28 and 30 South Ionia street.
 Open daily from 8 a. m. to 6 p. m.
 Saturday to 1 p. m.
 Mail orders promptly attended to.
 Customers' expenses allowed.

A. BOMERS,
..Commercial Broker..
 And Dealer in
Cigars and Tobaccos,
 157 E. Fulton St. GRAND RAPIDS, MICH.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
 Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids.
 Collector and Commercial Lawyer and Preston National Bank, Detroit.

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Getting the People.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Street Fair Week.
 8. Editorial.
 9. Editorial.
 10. Clothing.
 11. Dry Goods.
 12. Shoes and Rubbers.
 16. Saw the Town.
 18. Hardware.
 19. Window Dressing.
 20. Woman's World.
 22. Butter and Eggs.
 23. The New York Market.
 24. Clerks' Corner.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Grocery Price Current.
 31. Supplies Not Equal to Demand.
 - Hardware Price Current.
 32. In the Toils.

MOSQUITO LORE.

The New York Board of Health has adopted the theory that the germ of malarial fever can exist only in the human body and declared war on the "anopheles" mosquito which contracts the disease by biting malarial patients and subsequently communicates it to other persons. The Board has also decided to ask the assistance of physicians in spreading knowledge of the true cause of malaria and of measures of prevention, and in the collection of data which will aid it in fighting the disease.

In this connection it is worth while to note that Dr. L. O. Howard, of the Department of Agriculture, who has made the subject one of deep study, has classified the American mosquito as far as recognized. It appears that the anopheles and the culex are the most common of the American mosquitoes, and of these the latter are supposed to exceed in number. Yet the anopheles is the more dangerous, for this species is supposed to be the one which gorges on the blood of malarial persons to convey the parasite to healthy victims, thus inoculating them. Should a man of a scientific bent of mind, awakened in the stilly watches of the night, succeed in capturing his tormentor, he can easily determine to which species it belongs.

Carefully grasping it between thumb and forefinger or impaling it upon a pin, he can see the antennae. If they are densely covered with long hairs the specimen is a male and can be released with the assurance that he has never bitten the investigator, nor will he ever do so. On the other hand, should the hairs be short and sparse it is a female, and should he discover a yellowish white spot near three-fourths of the length of the front margin of the wing, or find that the palpi is wholly black, let him beware, for he holds in his hand the deadly anopheles, the distributor of malarial germs and the disturber of peaceful nights.

By examining its legs he can find if it has scales. If it has he is the captor of a culex, a voracious species. Perhaps it has a straight proboscis and a brown or yellow body. This is a meg-

arhinus and not of much account. The megarhinus is a blue-blooded Southern mosquito and seldom gets further North than the District of Columbia. Should its legs have many nearly erect scales and a yellowish brown body, then it is of the genus psorophora, the largest of the yellow or brown mosquitoes. But if it is an adult and seems to be an under-sized, insignificant looking insect of apparently harmless tastes, it is likely to be one of the genus aedes, the smallest of mosquitoes.

All members of the human race are strongly advised to make it a point to kill one of the anopheles whenever possible, and the destruction of the culex is recommended. It is also well to annihilate the psorophora, megarhinus and aedes. In case of a doubt existing as to the species, it is suggested that the victim destroy it without delay.

BRAINS AND BEAUTY.

A sensation was lately produced in Paris by the declaration of a noted French writer that the reign of beauty is over and that the brainy woman is gradually assuming the throne so long occupied by the possessor of loveliness of face and form. The declaration has given rise to widespread discussion and has provoked comment on this side of the Atlantic. It is considered remarkable that such a declaration should be made in Paris, the home of women famous for their exquisite charm. The brainy woman is probably met with more often to-day than ever before. The advantages which women have enjoyed during recent generations have brought to many a degree of attraction that they would otherwise have lacked. But has the brainy woman wrested the scepter from the woman of beauty?

The woman who possesses intellectual attainments is respected and admired, but is she liked and loved as her beautiful sister is? Many plain women have fascinating qualities and they exert a powerful influence in the circles in which they move, but do they rule hearts as the beauties do? The brainy woman is apt to be regarded as a queer creature, especially if she has no ability to amuse, and is essentially serious in her temperament. The beautiful woman, it is true, can not hold the throne unless she has some degree of intelligence or cleverness, but there is no escaping the conclusion that beauty still constitutes the chief asset in a woman's fortune. This is demonstrated by the conduct of women themselves. Never in the world's history have women prized beauty more than they do to-day. Never were there so many methods employed to develop and preserve beauties of feature and figure. The average woman devotes quite as much attention to the improvement of her looks as to the improvement of her mind; and in doing so she is wise. Beauty and brains are both to be desired and the truly charming woman is apt to possess a happy combination of mental and physical graces.

It is no trouble to see that wealth is a curse—so long as the other fellow has it.

GENERAL TRADE REVIEW.

The fact that the steel strikes came at a time when stock values were near their highest average for many years made it easier for their influence to affect values than it would if the level was lower. It is not strange then that the progress of the strike should be attended by a considerable decline in prices led by the steel interests. It is impossible that the threat of a long struggle under such circumstances should not have a marked speculative effect. That the decline is purely the result of the labor contest is shown by the fact that there is no abatement in business activity or important yielding in prices of commodities in any direction.

Continued rains in the grain region are putting the yellow cereal into a better condition than was thought possible a few days ago. While there will be less of the corn crop than last year, wheat promises to exceed expectations and the aggregate value of both grains will keep up to that of last season at least.

There are two significant indications of the strength of the general situation, viz., the continued increase in railway earnings and the unequaled bank clearings for the season. About every road in the country reports a steady gain in traffic, notwithstanding the heat of mid-summer, when trade is supposed to be quiet. Bank clearings for July were 50 per cent. more than for the same month last year and exceeded those of any July on record.

In the woolen trade come reports that Eastern manufacturers are all busy and that present prices are being declined for future delivery. Wool is improving a little in strength as the new clip comes forward, such price changes as occur being upward. Cotton goods are quiet with fair export movement. Slow domestic markets and light foreign demand tend to a weakness in the price of cotton. While sales of footwear are at unchanged prices, the shops are many of them engaged for months ahead and refuse contracts for future delivery. The weakness in leather and hides caused by the drouth scare has recovered in the improved situation.

There was a fear that with the interruption in the steel manufacture on account of the strike the price of the raw materials would suffer, but so far everything is sold promptly and no sign of weakness is manifest. Good foreign contracts are being secured in structural shapes in spite of British and German competition. Since the adjustment of the machinery strikes there is renewed activity and strength in that line.

It is estimated that the waste from unintelligent cooking in the United States is over \$1,000,000,000 a year. This figure has been indorsed by Prof. William Matthew as about correct. Prof. Marshall, the noted English economist, estimates that about half as much is wasted annually by the working people of Great Britain in a similar way.

Getting the People

The Proper Use of the Circular and Handbill.

There is a general contention on the part of authorities and writers on publicity that the best means of reaching the people is through the daily or weekly press. As a general proposition this contention is doubtlessly correct, but there are cases where the columns of a newspaper that will reach the merchant's constituency may not be available, or it may be desirable to supplement the work of the regular medium by other means. It is worth while, then, to consider the proper use of the much abused circular and handbill.

The conventional handbill of the country printer is often a curious production. In many cases there is such a demand for auction bills and small posters that a press and type are kept for the special work. The paper employed is the cheapest print, the ink little better than tar and the printing rollers have seen so long service that all printing qualities have long since departed. The product of such apparatus may meet the needs of the auction bill or the requirements of the law in notices of legal sales, but they are poor representatives for the wares of the progressive merchant. The use of such crude materials may save a few cents on the work but its principal convenience to the printer lies in the fact that no care is required to keep them in proper condition for their work. A press for good work must be kept in perfect order and good ink and rollers rapidly deteriorate in quality and must be used and frequently renewed. On this account it is more difficult for the merchant to get the best work and he is tempted to accept the vile stuff that comes from slovenly neglect.

Even when the handbill or circular is the product of more care it is usual to make the mistake of trying to express too much. The merchant is too apt to think it must include everything to be effective and so he crowds it with matter until he precludes all possibility of its being read.

In the preparation of a handbill or circular the same rules should apply as in preparing advertising for any other medium. Instead of trying to enumerate all the articles in the store let it be confined to a few leading ones, better one or two, that will serve to interest. Let the display be simple and as far as possible in a uniform style of letter, instead of showing a mixture of all the incongruous faces in the printer's collection. The difference is that the eye is attracted by artistic suitability, while a hodge podge of styles is repugnant and is instinctively avoided.

Don't try to say too much. Select something that you think can be made to interest and say about that what you think will be interesting. Avoid solid paragraphs and make your language as simple and candid in manner as possible. The object of the handbill, as of any other advertising, is to bring the customer to the store—it will not sell the goods.

But possibly a still more difficult problem than the production of the bill is its circulation. Too often this work is delegated to the small boy whose idea is to get rid of them as expeditiously as possible. If entrusted to the hands of distributors it should be to those especially instructed in the work and who have some judgment as to placing them where they will be of use.

GREAT Mid-Summer Clearance Sale!

For the next 30 days we will sell all Summer goods at greatly reduced prices, as it is our aim to keep nothing but a good clean stock and to have the odds and ends all cleaned up. Be sure and get one of our bills and see the prices we are making on all these goods.

**Sale Commences July 17
and Closes August 17 '01**

Warner & Sackett.

DR. E. S. DOOD & SON. DRUGGISTS AND BOOK SELLERS. BUCHANAN MICHIGAN.

We would respectfully request all who are indebted to us to call and pay their accounts.

Many are small, some are large, we want both. We have accommodated you, and we could like you now to accommodate us. We hope that you will each take this as a personal matter and give it your attention at your earliest convenience.

CLEAN-UP

WE are going to have a genuine cleaning up sale now, on goods that are mentioned below. Such goods must be got out of the way at this time of the year to make room for fall and winter goods. We might call it a remnant sale, as it is just what is left of the summer goods, and they will go at

About One-Half Off

Ladies' shirt waists, ladies' summer skirts, ladies' fancy undershirts, white and colored dress goods, ladies' gauze underwear, wrappers, summer jackets and capes, silks and satins, towels by the pair, colored table and bed spreads, stock collars and rosettes, mosquito netting, etc. In our other lines—boots, shoes, clothing and men's furnishings—we will give great reductions. Space will not permit us to say all that we would like, but ask you to see us before you buy. Do it as a favor to yourself, as we are bound to beat competition at this time of the year regardless of cost. Don't fail to see us now. If you don't buy come anyway and see that we do just as we advertise, so you can tell those who want to buy.

R. Schomberger's

Main Street. Next to The Tavern.

Central Lake, Mich.



Kee-Wah Coffee should be drank in 500 Hastings homes and in 500 more in the vicinity. We will refund your money if it does not please you. The BEST 35c Coffee in Hastings.

**C. W. CLARKE
& COMPANY.**

OUR COAL
MAKES WARM FRIENDS.
STOCK PHEASANT AND QUAIL
The Miller, Ryder & Winterburn
COMPANY, 214 W. Main St.

THE TRAMP SAID

I respect a fountain pen for its never worn.
He hadn't used the Paragon. That always works.
Pen ink gold finely finished and every one warranted. Only \$1.00 each. Regular price \$1.75.

WELLS & MORGAN

The Best..

Cattle Furnish the meat we sell our customers; are cattle raised for food purposes, and fed and fattened and kept clean and healthy.
If you haven't been getting meat here, why not give us a trial order?
LEON J. IVES,
Successor to C. Ives & Son.
Where credit is given, monthly settlements must be made.

TO THE PUBLIC

We have decided to again embark in the Feed Business and will be pleased to see our former customers at the old stand. All orders will receive our prompt and careful attention on and after July 15th.
When in need of Coal and Building Materials we think we can suit you, as we carry a full stock of both.

R. C. WHITEHEAD
125-127 Mich. Ave. East.

There are localities where the papers do not cover a merchant's clientage effectually or where he must pay for much circulation that does him no good. This may be supplemented by circulars, either for handing out or, what is better, for circulating through the mails when the expense is not too great. For this the work should be as artistic as possible. Often it may well be a four page folder, printed on both sides, and just adapted to fit a good, white, regular size envelope. Let the matter be small in quantity on each page. The inside may be occupied by the special object of the circular, while the first is devoted to a general notice of the store and the last to attractive reasons for trading therein. * * *

Warner & Sackett have a correct idea of the amount of matter for their space. Their announcement of the midsummer sale is well worded and to the point. I should have spaced the "clearance sale" further to the right and should not have tried to make a full line of the name at the bottom and should have used type to correspond with the other display.

As a general rule duns through the press are not good business practice. If it gains the attention of the debtor at all the impression given is not a pleasant one—it does not incline him to come into the store. Then the impression is not good for those who do not owe. If the merchant has been so unfortunate as to get too many on his books it is a matter which should be kept from the public and more direct means should be employed to remedy the trouble. The design of Dr. E. S. Dood & Son's advertisement is good and the printer's work is deserving of that which will be of more use in trade getting.

Another clean-up sale, that of R. Schomberger's, is as well handled by the printer as is possible with so much matter. Had the writer been content with about one-half of the matter the result would have been read ten times where this will be once. There is material here for a good advertisement, but it wants heroic trimming. The printer's display could not be better.

C. W. Clark & Co. have an effectively worded and displayed advertisement for Kee-Wah coffee. I have an idea that I would try again on a name before I tried to gain the public ear; but I have known of successes with perhaps as outlandish designations as this.

A taking little catch is that of the Miller, Ryder & Winterburn Company. A uniform style of type would perhaps not be practical here.

Wells & Morgan make a good turn on the traits of the tramp and the pen which is calculated to amuse and gain attention. The printer's work would be improved with a lighter border.

Leon J. Ives has a well worded butcher's announcement which is well handled by the printer. It would have been better if the side border had extended all around. I am not in favor of publishing terms of business in an advertisement unless they are cash.

R. C. Whitehead has a formal announcement of his resuming business, which is well handled by the printer.

Learned the Difference.

Mother—What! Have you been fighting again, Johnnie? Good little boys don't fight.

Johnnie—Yes, I know that. I thought he was a good little boy, but after I hit him once I found he wasn't.

Never threaten to kiss a pretty girl—always beg her pardon afterwards.



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

Addison—The M. H. Moore Hardware Co. has sold its stock to Crandall & Lapham.

St. Clair—C. E. Spencer has purchased the grocery stock of W. H. Chevalier.

Lansing—Longyear Bros. succeed Horton Longyear in the furniture and carpet business.

Benton Harbor—The Hopkins Drug Co. is the style of the new firm which succeeds F. S. Hopkins.

Ann Arbor—Miss A. F. Lovell succeeds Henry R. Lovell in the variety and fancy goods business.

Hillsdale—Wallace Foote has purchased the interest of his partner in the grocery firm of Hiller & Foote.

Wayland—John C. Yeakey has re-engaged in the meat business. He will occupy the building owned by him.

Saugatuck—John Bright has sold his drug stock to O. B. Jerrells, formerly prescription clerk for H. J. Crawford, the Ithaca druggist.

Charlevoix—Luke & Jones have sold their drug stock to A. B. Fleischer, of Detroit, who will continue the business at the same location.

Kalamazoo—The coal, wood, flour and feed firm of the Miller, Ryder & Winterburn Co. has merged its business into a corporation under the same style.

Athens—A. E. Underwood, who has been engaged in the mercantile business here for the past twenty-five years, has sold his stock to C. G. Morris, of Pine Creek.

Leslie—L. M. Russell has sold his stock of dry goods and clothing to Benjamin Stern & Co., of Crosswell. The business will be continued at the same location.

Nashville—Henry Glasner has purchased the general merchandise stock formerly owned by Merritt & Messimer and removed it to his building on South Main street.

Fennville—The furniture and undertaking firm of Dickinson & Hutchins has dissolved partnership, W. W. Hutchins continuing the business in his own name.

Benton Harbor—Morrow & Stone have purchased the grocery stock of Krieger & Seel, on Territorial street, and are moving the goods to their own store on Water street.

Howard City—Fred Holt, of Traverse City, has purchased the W. H. Campbell & Son grocery stock. He has not yet decided whether or not he will reside here permanently.

Custer—Sayles & Boughton expect soon to close out their general stock here and engage in the same line of business at Greenland, Ontonagon county, where they found a good opening.

Muskegon—R. W. Christie has engaged in the hardware business, having purchased the J. A. Miller stock for \$3,100 from trustee R. A. Fleming. The stock inventoried \$5,350.

Port Huron—Frank Faulkner, who has conducted a butter, egg and fruit commission house on Water street, has retired from business. He has entered the employ of the Port Huron Engine & Thresher Co.

Kalamazoo—F. N. Maus has sold his drug stock at the corner of East Main and Edward streets to his nephew, Frank J. Maus, of Hastings, who will continue the business at the present location under the style of the City drug store.

Williamston—Frank P. Van Buren's new cold storage is now well under construction. The old cold storage plant, which was burned last spring, was a model one, but this one will be about one-half larger and as nearly complete in every detail as it can be made.

Menominee—The interest of the late Frank Penberthy in the wholesale grocery firm of Penberthy, Cook & Co., has been sold to the other partners, W. O. Carpenter and C. I. Cook. The price is withheld, but it is understood that the estate realized a substantial sum. For the present the firm name will remain unchanged.

Charlotte—S. G. Newman, who purchased the stock of the late F. H. McGrath and, after adding materially to it, engaged in the grocery business here, having decided to return to Union City, has sold the stock to W. N. Harmon and Fred Stocking, who have already taken possession.

Saginaw—J. J. Friedman, of Michigan City, Ind., has purchased the stock of ladies' suits, cloaks, etc., of R. C. Buehler & Co. and will conduct the business hereafter at 215 Genesee avenue. H. C. Miller, who has had charge of the business since the death of Mr. Buehler, some years ago, will retire from business.

Saline—This town boasts of the sole and only acetylene city lighting plant in Michigan. P. W. Shults, of Ypsilanti, is one of the promoters of the enterprise and it will be put in operation at the time of the Saline celebration, Aug. 14. Delegations will be present from Wayne and other neighboring places to see how the thing works.

Adrian—The drug stock of L. T. Lochner has been disposed of to outside parties, Dr. O. E. Pratt, of Ypsilanti, and Burt L. Hayden, of Belleville, being the purchasers. Mr. Lochner will continue to push the Huron remedies, the laboratories being located in the upper stories of the building in which he has formerly been conducting business.

Ypsilanti—Only two Ypsilanti business men have refused to sign the agreement to close business houses for the Put-in-Bay excursion on Aug. 14—one for the reason that he does not propose to stop doing business for anything short of death and the other because he dislikes affixing his signature to such a document, although he says he has no objection to closing if his competitors will do the same.

Marquette—Local merchants are not paying the \$25 license fee required by the new city ordinance very freely. Less than half their number have called on the City Recorder to obtain their licenses. This ordinance was designed to afford the business men protection and the city officials express surprise that they do not hasten to fulfill its conditions. A query being put in many circles asks, "Is this but another of these ordinances made mainly that they may be neglected?"

Manufacturing Matters.

Detroit—Adler, Berlin & Co. succeed the Berlin Cap Co. in the manufacture of caps.

Marshall—The Michigan Cement Post Co. has been organized with a capital stock of \$10,000.

Detroit—The Caille Bros. Co. succeeds the Caille-Schiemer Co. in the manufacture of coin machines.

Bancroft—The Callard Furniture Co. will remove its plant from West Haven to this place. It will give employment to about twenty men.

Watervliet—A new creamery enterprise has been established here under the style of the Watervliet Creamery Co. The capital stock is \$3,500.

Adrian—The veneering branch factory of Lesh & Young, at Romulus, will be removed to this city and joined to the plant here. This will necessitate the employment of about twenty-five more men.

Zeeland—J. P. DePree & Sons have sold their store building to the VerHage Milling Co. for a consideration of \$2,000. It is reported that the firm will dispose of the stock and discontinue business.

St. James—The shingle mill of Wilbur Gill burned last week, the loss being estimated at about \$5,000. The plant was removed last winter from Interlochen. Mr. Gill has made arrangements to cut his shingle stock at Northport.

Cedar Springs—The firm of Miller & Hartman, of the Cedar Springs Milling Co., has dissolved partnership. The business will be continued under the style of H. Miller & Son. L. N. Bush, representing Mr. Hartman here, has returned to Delton.

Hart—Articles of incorporation of the Hart Potato Starch Co. have been filed, with a capital stock of \$9,000, divided into 900 shares, \$6,000 having been paid in. The stockholders are C. H. Seager, 300 shares; W. J. Ward, 300 shares, and S. H. Paxton, 3 shares.

The Boys Behind the Counter.

Saginaw—N. H. Cowles, who had charge of the cloak department of the Bay City Cash Dry Goods Co. for seven years, will take the management of the cloak department of the Metropolitan Dry Goods Co. here about Sept. 1.

Petoskey—J. J. Fox, of Grand Rapids, has assumed the duties of salesman for the Fochtman Furniture Company, Ltd. Mr. Fox was formerly in the employ of the Heyman Co.

St. Ignace—Louis J. Newmark, of Detroit, has taken a position in the dry goods department of the J. H. Steinberger store.

South Haven—Dr. P. C. Bailey, of Detroit, who was formerly connected with the South Haven drug store, has severed his connection with that store to take a position as pharmacist with Wm. Remus & Co. at the Red Cross pharmacy.

Grand Rapids—Corie Dykwell, who has been employed by the Zeeland Cheese Co. as cheesemaker for several years, has taken a clerkship with Otto Bros.

Belding—Charles Loree succeeds Bert Beach as clerk in the shoe store of R. R. Edwards.

Jennings—W. E. Biglow, who recently moved to Cadillac, has secured a position with J. F. Nelson and will move his family back again.

Battle Creek—Fred Dowdle has resigned his position as drug clerk with Erwin & Van Haaften, Jefferson avenue,

south, to accept a more profitable one as traveling representative of a Kalamazoo firm.

Big Rapids—W. W. Munger, who has been prescription clerk for Geo. F. Fairman for the past eight years, has gone to Traverse City to take charge of the drug department of the Hannah & Lay Mercantile Co.

Slander on Northern Michigan.

The Michigan Farmer recently published a communication purporting to come from Big Rapids condemning the "pine and hardwood lumbered lands" lying north of the north line of Kent county as worthless, the abject poverty of the region being described as follows:

The abandoned homes, the deserted villages, the poor, starved livestock, the listless, hopeless aspect of the majority of the people met through all the territory speak no uncertain language and is a living evidence of its being an undesirable field for stock and general farming.

When the article appeared in the Farmer, it was supposed that it was admitted through an inadvertence on the part of its editor, and his attention was immediately called to the matter with a view to his correcting, editorially, the statements made by the correspondent. This has not been done, although repeated demands have been made upon him to do so, and it is therefore reasonable to conclude that the Farmer is determined that the statements made concerning the northern half of the Lower Peninsula are to stand.

Annual Picnic of the Copper Country Butchers.

Calumet, Aug. 5.—The committees appointed at the recent meeting of the Portage Lake Butchers' Association to make arrangements for the picnic which will be held on Wednesday, August 21, in the Hancock Grove, are hard at work. The butchers of the county are invited and undoubtedly they will enter into the spirit of the annual event with the same vim and vigor that made the picnic at Calumet last year such a success. No public advertisements have yet been made, but this work is to be commenced next week. The committees on music and lunch have their plans all laid. The Portage Lake butchers will have one of the best parades that has been witnessed for many days and the other butchers of the county will also join in this event.

Much interest is created in Calumet, Hancock and Lake Linden as to who will represent these towns in the killing contests. Each town is to have its crack butcher kill a steer and dress it in a race against the others. The steers will be brought to the picnic grounds, and each man will kill his animal and dress it. This contest will not only be interesting to the butchers, but will be watched by numerous others. The fastest man in each town will be selected for this work.

This picnic has become an annual event which many look forward to with pleasure and it will receive the same encouragement and support this summer as it always has in the past.

PEACHES WANTED

Carlots or Less.

M. O. BAKER & CO., TOLEDO, OHIO

WRITE OR WIRE US FOR PRICES

Miller Standard Soda and Acid Fire Extinguishers

Built of heavy copper; 3 gallon capacity; tested to 350 lbs. per square inch. Made according to specifications of National Board of Fire Underwriters. Are your buildings worth protection? An extinguisher might save them. Price \$12.00.

Grand Rapids Supply Company

20 Pearl Street

Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is slightly weaker, prices showing a decline of 1-32c, making the present price of 96 deg. test centrifugals 4 5-32c. Refiners are not in the market and there is little disposition shown to trade. Offerings, however, are limited and holders exhibit no anxiety to market supplies. The dulness of the refined sugar market is the chief depressing factor. No improvement is expected right away as new crops are not far off and Cuba is holding about 100,000 tons of sugar. The refined market is dull and orders are for immediate use only. Prices for all grades of refined have declined 10 points.

Canned Goods—The market for nearly all lines of canned goods continues very firm and in many cases shows marked improvement. The crop reports, as a rule, are quite discouraging and help to keep the market very firm. The apple crop is reported almost a failure in the East. The corn pack will not exceed 50 to 70 per cent. of the 1900 pack. The tomato acreage is far below the past five years and the crop is looking very bad. At the high range reached by spot tomatoes there is less disposition to buy and few large sales are reported at the moment. Futures have sold very freely, however, and most packers have entirely withdrawn from the market. The unfavorable crop reports and the high price of tin have been largely the cause of the recent heavy buying. Spot stocks of 3 pound tomatoes are exceedingly light and the trade is now thoroughly alive to the strength of the situation, and anything in the nature of a bargain in any line is snapped up quickly. Standard corn is very strong at 2 1/4 @ 5c advance. There is a very urgent demand for these goods, but stocks are light. Fancy grades are firmer in sympathy, but at present little wanted. While peas continue to be neglected in the rush to buy corn, tomatoes and fruits, there are indications of more interest, which seems the commencement of better buying in this line. It may be the forerunner of an active demand for peas, which the short Wisconsin pack makes one of the strongest of all the strongly situated lines of canned goods. If buyers suddenly awake to the strength of peas they will find them not so easily obtainable. They will also find a rapidly advancing market. Wisconsin's pack was hardly more than half of last year's. Gallon apples are firmer and very difficult to get at any reasonable price, as stocks are so closely cleaned up. Some holders who have fair stocks are asking an advance of 10 @ 25c per dozen. Practically no future gallon apples are offered, as packers do not feel disposed to sell goods until they have them actually in the cans. Peaches are high and in good demand. Salmon on the spot is quiet and unchanged. There is a very greatly improved run of salmon on the Columbia River and reports from the Puget Sound indicate that a record breaking run of sockeyes is in progress there. Reports from the Coast say that the Columbia River Packers' Association is handling 3,500 cases of salmon per day. Other packers are doing equally well, but it is impossible to handle all the fish caught during this unprecedented run. The pack to date is about 225,000 cases and, should the supply hold until August 15, the pack

will reach about 475,000 cases. This pack can be put up with one-third the present supply, for gill netters are not taking one-sixth of the fish that could be caught, contenting themselves with one drift daily.

Dried Fruits—The dried fruit market is doing better and the demand is greatly increased by the failure of the crops of many of the small fruits. We are receiving still further advices in regard to the evaporated apple crop and it looks now as though the crop will not be over one-quarter of last year's output, which means that apples will practically cease to be a factor in the fruit market this season and, as they are the great leveler of prices for all classes of dried fruit, it is easy to see what that means. This, in connection with the fact that the whole Eastern fruit crop is short, means an unprecedented demand for California dried fruits. Already that demand has started and prices are slowly but surely climbing. Both peaches and apricots will be much higher. Owing to the fact that there will be no cheap apples for European shipment this season, it means a corresponding increase in the demand for California fruits and, with only about half a crop of apricots and two-thirds of a crop of peaches, the dried fruit market will, undoubtedly, go to extremely high prices before winter. The spot market for both loose and seeded raisins is higher and more active as a result of the sale of the entire remaining holdings of the raisin association—said to be 600 cars of loose—to the Seeded Raisin Co. It is stated that the entire quantity purchased is to be seeded and disposed of before the new crop comes in, if possible. Prunes are firm at about 1/4c higher prices than were quoted a week ago, while the situation on the Coast is said to be stronger, the Cured Fruit Association having withdrawn quotations. The large sizes of prunes are scarce on the spot and in good request. Sizes 70-80s and 80-90s were little wanted, but there is quite an active trade in 90-100s. Peaches are in fair demand from the consuming trade, but little is doing in apricots. Rather more interest appears to be taken in future apricots, but buyers' views are still about 1/4c lower than holders. Currants are in fair demand at unchanged prices. Advices from abroad state that the new crop is apparently going on well and an output of about 135,000 to 140,000 tons is expected. The cutting of the fruit is about commencing and it is to be hoped that no rains will occur while the fruit is on the ground, thus insuring a crop of fine quality. There are a great many enquiries for evaporated apples, but stocks are practically exhausted. Reports from the new crop are quite discouraging and the outlook is for very high prices.

Rice—There continues to be a general demand for rice, attributed to shortened supply and the fact that the trade has been lightly stocked. Prices remained strong and all grades of general assortments were well patronized. A scarcity in cleaned is reported in New Orleans and prices continue firm. Reports were received that the domestic rice crop would turn out about the same as last year in quantity.

Teas—General market conditions present no change in particular and no large sales are reported. Prices continue steady for most grades and holders thus far have refused to make any concessions in price. At present prices are

low for all grades, but are not attractive enough to cause free buying.

Molasses and Corn Syrups—The usual summer dulness is apparent and business is practically at a standstill in grocery grades of New Orleans. The corn syrup market is exceedingly strong and prices have advanced again 1/2c per gallon and 3c per case.

Fish—The mackerel market continues very firm. Arrivals are light and are being taken at advanced prices. If arrivals continue light, it looks as if prices would be still higher.

Nuts—The California walnut crop promises to be considerably larger than last year's, latest estimates placing the output at about 700 cars. It is expected that prices will be considerably lower than last season. New crop filberts are somewhat lower. Peanuts are in good demand at previous prices.

Roller Oats—Roller oats are very firm, but prices remain unchanged.

The Produce Market.

Apples—Sweet Boughs have put in an appearance this week and readily command \$1.25 per bu. They are large in size and fine in quality. Duchess and Red Astricans have been compelled to take the back seat to Sweet Boughs, and are weaker at \$1 @ 1.10 per bu.

Bananas—Prices range from \$1.25 @ 1.75 per bunch, according to size. Jumbos, \$2.25.

Beets—45c per bu.

Blackberries—\$1.75 per 16 qts.

Butter—Extra creamery is strong at 20 @ 21c. Dairy grades are without particular change, ranging in price from 12c for packing stock to 14c for choice and 16c for fancy.

Cabbage—\$1.75 per 3 bu. bbl.

Carrots—12c per doz. bunches.

Celery—16c per doz.

Cheese—The market is booming. More cheese is going out than a year ago. There is a large consumptive demand for all kinds. At recent factory sales better figures have prevailed and this has caused the improvement here. Speculative feeling runs high on the Chicago Cheese Board and offerings and bids on 1,000 lots are freely made.

Corn—8c per doz.

Cucumbers—18 @ 20c per doz.

Currants—Cherry, \$1.20 per 16 qts. Common, \$1 per 16 qts.

Eggs—With cooler weather the condition of current arrivals of eggs has improved. It has been almost impossible to make shippers believe the extent of damage their eggs suffered in transit during the extreme hot weather. It is estimated that four times the eggs were destroyed by weather conditions than ever before in the same length of time. One of the largest single holders of cold storage eggs—who is now out of business—estimated that 400,000 to 500,000 cases of eggs had been spoiled by the heat. Local dealers pay 10 @ 11c on track and hold candelied at 12 @ 12c 1/2.

Frogs—Legs—Large bulls, 45 @ 50c; medium bulls, 25c; large frogs, 15 @ 20c; small frogs, 5 @ 10c.

Green Onions—10c for Silverskins.

Green Peas—\$1 @ 1.25 for telephones and marrowfats.

Honey—White stock is in light supply at 14c. Amber is slow sale at 13c and dark is in moderate demand at 11 @ 12c.

Lemons—Messinas have declined to \$5.50 for choice and \$6 for fancy. Rhodis, \$6.25.

Lettuce—Garden, 50c per bu.; head, 60c per bu.

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Gems command 60c per basket. Cantaloupes fetch \$1.25 @ \$1.50 per crate.

Onions—75c per bu.

Oranges—Late Valencias from California are held at \$5 for 96s and 112s. The smaller sizes command \$5.50 @ 5.75. The first of this season's Mexican orange crop arrived at St. Louis last Saturday. The present crop is fully as good as last year but not much larger. The bulk of it will come to the South-

west and a few may come to this market later. Mexican oranges have never sold profitably here, however, and shippers prefer not to try too many expensive experiments.

Parsley—30c per doz.

Peaches—Alexanders are now at their best, and found an outlet at 75 @ 95c per bu. Early Rivers will begin to come in freely the fore part of next week—earlier still if the weather should be very warm. Peaches are making a good showing in New York State. The fourteen counties reported make the average 55 per cent. Onondaga reports a 100 per cent. crop. Chemung is the lowest, with 20 per cent. only.

Peppers—Green command \$1 per bu.

Pineapples—\$2 per doz. for Floridas. The season is waning.

Plums—Red Marianas command \$1 per 16 qt. crate. Burbanks fetch \$1.25.

Potatoes—The scare about potatoes which attracted considerable attention a week or more ago seems to have been unwarranted. It is between seasons now, which is given as the reason for the comparative shortage and the early crop has suffered seriously. It is reported that the late crop, all through the East, is quite as good as it has been in recent years and that there will be no trouble about potatoes as soon as the present between-seasons' time has passed. The price on the Grand Rapids market has held up to 80 @ 90c and local dealers are able to obtain \$1 for all the stock they can secure. The tubers now coming to market are very small in size.

Poultry—Prices have sustained a sharp decline in nearly all lines. Live hens command 6 @ 7c; spring chickens, 9 @ 10c; turkey hens, 8 @ 9c; gobblers, 8c; spring ducks, 10 @ 12c. Pigeons are in moderate demand at 60c per doz. and squabs are taken readily at \$1.20 @ 1.50.

Radishes—12c for China Rose; 10c for Charters.

String Beans—\$1 per bu.

Summer Squash—75c per 3/4 bu. box.

Tomatoes—\$1.25 per 1/2 bu. basket for home grown.

Watermelons—20 @ 25c for Missouri and Indiana stock.

Whortleberries—\$3.75 per bu. Receipts are small.

M. J. Clark is spending two months in Washington, purchasing timber for himself and for the Clark-Nickerson Lumber Co., of Everett, in which corporation he is the leading spirit. It has been remarked that the only time M. J. is truly happy is when he is in a forest, surrounded on all sides by heavy timber and, judging by the letters he has recently sent his partner, Frank Jewell, the summer of 1901 has been the most enjoyable he has ever experienced.

Wm. N. Rowe, President of the Valley City Milling Co., will celebrate the silver wedding anniversary of his marriage to Miss Cilina G. Pearsall Friday evening. The celebration will occur at the family residence at 184 North Prospect street and will be participated in by a large number of relatives and friends of both parties.

O. B. Clemens, neighborhood salesman for Brown & Sehler, is down for a large sized thrashing at the hands of E. A. Moseley, who took Clemens' directions as to how to reach a certain section in Plainfield township, got lost in the woods and drove around in despair until late at night in the effort to find a well traveled road.

C. S. Comstock and Thurlow L. Weed have formed a copartnership under the style of Comstock & Weed and engaged in the grocery business at Petoskey. The Ball-Barnhart-Putman Co. furnished the stock.

For Gillies' N. Y. tea, all kinds, grades and prices, call Visner, both phones.

STREET FAIR WEEK.**How to Make It Profitable For the Merchant.**

The street fair has come to be such an accepted institution in most of the smaller cities and towns of the Northwest, that due preparation should be made for it by the merchants who expect to reap the benefits. Now, Mr. Merchant, is the time to begin your preparations for the street fair, even if it is not to be held until a month or six weeks later. By taking plenty of time you will have abundant opportunity to make all of the necessary preparations, and to plan so that your firm and your store will stand forth as the most enterprising in your locality. This will serve as an advertisement throughout the fall and winter and will be a good investment for the future as well as during the week the street fair is held.

One of the first considerations is to make your store attractive and neat. Arrange to have as much of your fall and winter stock on your shelves as you can possibly have shipped to you. The advantage in this exists in the fact that it will make your stock look much more complete, and at the same time will help you to sell goods during the remainder of the season. Shoppers during street fair week may look over your fall and winter line and, after noting what you have in stock, will, later in the season, patronize you, if you have goods that have taken their attention. They will remember this long after the street fair has been held.

Have the store bright and clean when the street fair opens, for there will be little time to clean it during the next few days, while the crowd is thronging it. Make special preparation for the comfort and convenience of your lady customers. If there is no rest room in your town, where the women from out of town can go to clean up and rest during the time between events on the programme, fit up your own rest room and welcome them to it. In all probability you can find a niche in your store where you can arrange a sofa or a lounge and a few chairs, a writing desk, and other conveniences. If not on the main floor of the store, you may be able to fit up a convenient rest room upstairs on the second floor. Clean out a little of the rubbish, and put curtains around the space, then arrange it so that it is tidy and inviting, and extend an invitation to out of town shoppers to avail themselves of it.

The next step is to arrange your show windows. Street fair week, the show windows must receive special attention, and there must be a special appropriation, for their proper arrangement. The city will be full of attractions that will absorb the attention of the people, and they will have little time to devote to the prosaic displays of goods in store windows. Devote at least one of the windows to some unusual display. Start a contest of your own, if need be, and advertise that you will offer a special prize for the largest pumpkin brought into your store before 10 o'clock of the opening day of the street fair. Have it understood that the size of the pumpkins will be judged by their weight, and then take three of the largest entered in the contest, and arrange them in the window, placarding each with the name of the grower, the weight, the circumference, and the prize awarded for each. Drape American flags at the back of the window, or colored bunting that will give prominence to the win-

dow itself and will harmonize with the pumpkins. You need not confine yourself to pumpkins, Mr. Merchant, but can decide upon any vegetable or any line of farm produce that will attract attention.

In the second window you may display merchandise attractively, or, if you do not care for the advertisement which you can secure through a window display, you may fix up a window which will attract the attention of the little ones, and through them attention of their elders. This can be done with little expense, if carefully attended to. Secure from nearby woods a quantity of green moss and arrange this in the window to represent green grass. Use glass for a lake, and by arranging the moss around the edges or in a circular shape, a pretty effect can be created. The remainder of the scene can be filled in to suit yourself. A miniature house and barn may be placed in the center of the window, with toy dolls to represent the people, and the contents of a Noah's ark to represent farmyard animals. Arrange paths running from the house to the front of the window, by cutting a place in the moss, and by covering the floor of the window with fine sand. Mounds of earth can also be covered with moss to represent hills, and a most effective country scene will be the result. It does not require much ingenuity to create such a window as this, and practically no expense, while the children who visit the street fair will go wild over it. The moss may be kept green for several weeks by wetting it each morning and night. However, the advertising features of such a window will not bring direct results. It will attract attention, and advertising is largely a matter of attracting attention to a store or a firm offering merchandise for sale.

The next step is to attract attention to the front of the store. Here is the point at which there should be a lavish display, if possible. It is to be presumed that most merchants go in ex-

tensively for decorations during street fair week. The idea is to give a gala appearance to the entire town or city, and this can only be accomplished through proper exterior decoration by each individual. Bunting up and down the front of the store always attracts attention and is a very good means of decorating, if the merchant does not decide in favor of an original design. Possibly a canopy of bunting would be practical, especially if the street fair was to be held at a season of the year when there was little likelihood of rain.

This can be easily and cheaply arranged. Secure six two by four timbers and place them at intervals along the outer edge of the sidewalk, taking care that they are sufficiently braced inside and out, so that they will stand the strain of one or more persons leaning against them. On top of these two by fours place another running the entire length of the space over which your canopy is to be made. From this piece of timber stretch your bunting to the store just above the store front, so that it will not be in the way of the awning,

OLD RELIABLE B. L. CIGAR

ALWAYS BEST.

GALVANIZED IRON CORNICE

Established 1868. State Agents

Coal Tar, Tarred Felt,
Asphalt Paints,
Roofing Pitch,
2 and 3 ply and Torpedo Gravel
Ready Roofing, Sky Lights,
Eave Troughing,
Sheet Metal Workers
Contracting Roofers



Ruberoid Roofing, Building, Sheathing and Insulating Papers and Paints.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

NO MORE DUST



NO MORE DISEASE

"The World's Only" Sanitary Dustless Floor Brush






We are passing the era of the straw broom—modern conditions demand modern appliances—The World's Only Sanitary Dustless Floor Brush is the brush that sweeps without raising dust. It kills germs and insects where it sweeps, and sweeps better and cleaner than any other broom. Dealers wanted in every town to use it and to sell it.







Write to MILWAUKEE DUSTLESS BRUSH CO., 121 Sycamore, Milwaukee, Wis.







THE C. F. WARE COFFEE CO.,

Importers, Coffee Roasters, and Baking Powder Manufacturers, DAYTON, OHIO.

"DRESDENA" ASSORTMENT

THE C. F. WARE COFFEE CO. DAYTON, OHIO.

A snap for wide-awake merchants. Just what you want to stimulate trade during dull summer months. The DRESDENA ASSORTMENT is unprecedented as a premium. Never before has there been such a valued offer in introducing goods of merit. Each piece guaranteed a work of art, filled in pattern, and richly treated in gold. You can have the Dresdena Assortment with Mascot Baking Powder, 125 1/4 pounds in a case at \$15, delivered; or with Bourbon Santos Coffee at 18 3/4 cents, N. Y. basis, for delivered price with Bourbon Santos Coffee add equality freight rate. You will note the elegant 25 piece breakfast set is packed free with each Assortment. This may be retained by the dealer or if preferred given as special premium to your customer. A novel plan for awarding this elegant breakfast set is packed with each case. DRESDENA ASSORTMENT will not only stimulate your trade, but shows you a handsome profit. Order sample case from your nearest jobber at once.

THE C. F. WARE COFFEE CO.

taking care to have the store end of the bunting slightly higher than the outer edge of the canopy. The bunting should be sewed together at the edges to prevent it from flapping up and down in the wind and should be stretched as tightly as possible, and in this way it will be made to shed the rain. The upright posts on the outer edge of the sidewalk may also be properly decorated. They should be twined round and round with bunting of the same color as the canopy, so that the upright posts will be completely concealed, as well as the two by four placed across the top of them. Red, white and blue are always appropriate for such decorations, but it is probable that this will be used so extensively by others who decorate their stores that the more progressive merchants will be in favor of some other color or combination of colors. Orange and white work nicely together, as well as orange and black. Orange is very appropriate for the reason that it typifies the harvest season, and is, therefore, in accordance with the theory of the street fair itself. Yellow and olive green or yellow and a yellow shade of green also make a good combination; blue and bluish green, and blue and a bluish yellow, while yellow and black make a very striking combination. Any of these would be appropriate for the exterior decoration of the store.

In the interior, bunting may also be used in decorating the shelving, and the ceiling. It may be used in festoons along the shelving, or may be draped from the ceiling in the center of the store to the shelving, forming one or more canopies. The legs of special display stands in the center of the store, where they are prominent, may also be entwined with bunting. By adopting this style of decorating, a gala appearance may be created, both in and out of the store, and the merchant will give the impression that he has entered heartily into the spirit of the occasion.

The next thing to absorb the attention of the merchant is his advertising. This should be done on a liberal scale. Double up your space in the daily or weekly newspaper for several weeks before the street fair is to be held. Talk street fair, and your street fair plans in these advertisements, and nothing else, so that people will understand you intend doing something special fair week and will be curious to visit your store. You are aiding the general committee on advertising by this course, but you are aiding yourself a great deal more because you are making yourself the central figure, and your store the central object in connection with this event. This is legitimate and along the lines of good business principles.

But newspaper advertising should not be the only kind that the merchant who wants to create an impression during street fair week should indulge in. The majority of people, no matter what event they participate in, are delighted to carry away a badge, if one is given to them, and retain it in their home for months afterward. If there is any weakness of which the American people as a whole can be declared to be guilty, it is that of wearing badges. Badges are appropriate at a picnic, at a convention, sometimes at church socials, at meetings of various kinds, and, Mr. Merchant, you can extract some advertising out of the badge idea in connection with your street fair. Have several thousand neat badges printed on cheap gold or orange ribbon, stating on them:

"I attended the street fair at —, August 5 to 10, 1901."

In smaller type underneath this, on the face of the badge, or in large type on the reverse side, have your firm name printed with:

"Compliments of Jones & Co., Dealers in General Merchandise."

The printer in your town can prepare these badges for you, and you can purchase the ribbon, but probably you have it in stock. Advertise that you will give these badges away to all who attend the street fair, and as soon as this gets noised about, you will have your store full of people clamoring for them. Some of the visitors will walk half a mile, if necessary, to get one of these cheap badges. All to whom you give them, of course, will not buy goods, but they will advertise your business for you free of cost, and this is quite an item, especially as the badge will be a standing advertisement as long as they retain it.

Another idea that might be utilized during street fair week is to purchase several hundred toy balloons, and have the name of your firm printed on them in white or black letters. It does not matter much what the color is, just so that it will show. Offer these balloons to persons who purchase a dollar's worth of goods from you during the week. They will delight the children and will attract the attention of the older people. By purchasing the balloons in quantity lots you ought to be able to get them as low as 6 or 8 cents each, and the advertising feature of their distribution will be worth considerably more than that to you.

The principle that should be followed is to make as much as possible out of your advertising street fair week. Make such advertising count, not alone for the immediate present, but for the future as well, and decide upon some unique idea that will keep your name in the minds of the consuming public long after street fair week has passed from the memory.

Now as to participation in street parades during fair week. In most instances very little direct advertising can be derived from this source, but every merchant should make it a point to impress upon the public at large that he is public-spirited and willing to go to a reasonable amount of expense in promoting any enterprise which is for the public good. This is indirect advertising which does not always bring an immediate return, but does so eventually. If the merchant is in the grocery business and is desirous of preparing a float for one or more of the parades, he will not find it difficult to decide upon a motif. There is the idea that you sell pure foods, which should be impressed upon the public at large. Purity of foods is being regarded more and more as essential by every consumer, and anything along this line is most likely to be noted and will bear good results.

Another idea which would create some amusement, might be to secure a very fat man, dress him in the apparel of Uncle Sam, place him on a throne, with a canopy over the top, and place at his feet a variety of groceries. On the float might be the following appropriate suggestion:

"Mr. Fatman Always Bought His Groceries of John Jones & Co."

Another idea for the grocery department would be to typify the old time corner grocery, with its smoking kerosene lamp, its stock of goods piled indiscriminately about, the cat sleeping in the prune bag or in the coffee sack,

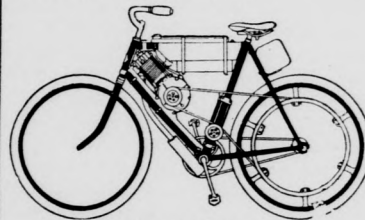
and other ideas worked out along this line. This should bear an appropriate motto: "This is How They Conducted the Grocery Business Fifty Years Ago. Visit Our Store and See How We Conduct it in the Twentieth Century. John Jones & Co."

These ideas are crude, and must necessarily be merely suggestive, for the reason that the character of the float must depend upon the money that is to be invested in it.—Commercial Bulletin.

Never sit in a draught. If you do a doctor will be the one to cash it.

A Suggestion

When you attend the Pan-American Exposition this fall it will be a very good idea for you to see the exhibit of Thomas Motor Cycles and Tricycles and Quads in Transportation Building.



Auto-Bi, \$200

If you are at all interested and thinking of taking up the sale of Automobiles or Motor Cycles—or contemplating buying a machine for your own use—we extend a special invitation to you to visit the factory of the E. R. Thomas Motor Co. while at Buffalo. The Thomas is the cheapest practical line of Automobiles on the market.

ADAMS & HART, Grand Rapids
Michigan Sales Agents

OUR SOUVENIR ART CATALOG IS NOW OUT AND READY FOR DISTRIBUTION

ALL WHO CONTEMPLATE TAKING A COMMERCIAL COURSE WILL FIND THIS OF GREAT VALUE. COPIES MAILED FREE UPON APPLICATION.

SOUTH BEND COMMERCIAL COLLEGE,
SOUTH BEND, INDIANA.

20c A MONTH is all it costs for the VERY BEST GAS LIGHT equal to 10 or 12 coal oil lamps anywhere if you will get the Brilliant Gas Lamp. Write at once for Agency. Brilliant Gas Lamp Co., 42 State, Chicago

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

A J A X

Dynamite Works

Bay City, Michigan

Dynamite, Caps, Fuse, Battery Supplies
for Rock Work and Stump Blasting.

Are you not in need of

New Shelf Boxes

We make them.

KALAMAZOO PAPER BOX CO.
Kalamazoo, Michigan

New Summer Sweet Goods

Beechwood, 10 cents
Richmond, 10 cents
Spiced Sugar Tops, 8 cents

All have the crowning flavor found only in goods made by Sears.

Commence at Once

Order a box or can of each. Now is the time to take advantage of summer requirements. Your customers are looking for "SEARS READY TO SERVE GOODS" to avoid the inconvenience, worry and heat of home baking.

Frequent Changes

in the varieties of cakes you handle MAKE YOUR TRADE INCREASE. We are presenting something new continually. Samples for asking.

SEARS BAKERY, Grand Rapids, Mich.

(Remember "Rube Sears")



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the
TRADESMAN COMPANY

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When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 7, 1901.

STATE OF MICHIGAN ss. County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of July 31, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this third day of August, 1901.

Henry B. Fairchild,
Notary Public in and for Kent County,
Mich.

A TUDOR INHERITANCE.

The facts are not to be gainsaid. There is no desire to gainsay them. The statistics of this country for the past five years at least furnish unquestioned proof that, if it be guilt, the United States is guilty of a prosperity as wonderful as it has been unlooked for. More than that, this prosperity is due to an energy, a determination, an aggressiveness that is unparalleled in the history of any nation, and the rewards are correspondingly great. Beginning with the acorn, we have become the oak—so high, so wide-spread, so vigorous that its shadow has reached the remotest corners of the earth. It was expected from the beginning that America would feed the hungry world and it has. It was not expected that it would ever do more than that and it has! It has raised the raw material; it has invented the machines to manufacture it; it has done the work better than the rest of the world has been able to do it; it has entered the world's markets with its goods and the world, purely human, has turned from the commonplace to the best and filled its warehouses and its homes with the best manufactured goods known. The result is that industrial and commercial Europe is finding its occupation gone and, if reports be true, stands with clinched fists, threatening with combined armies and navies to wipe out of existence its common enemy and secure by the force of arms what it has failed to get by the gentler arts of peace.

To the readers of the Tradesman this is no new idea. Long ago these columns predicted this very condition of things. Then, as now, it saw that, if history repeats itself, the time was coming when the old world would be arrayed against the new—hemisphere against hemisphere—with the advantage on the side of the Western world. So far this country has been following a beaten track.

Holland and France tried commercial conclusions and "the Grand Monarque" was obliged to give way to the combined forces of Holland and England, but Holland was so severely crippled that Great Britain succeeded her as the commercial center of the world and France has never recovered from the effects of that defeat. England has retained her supremacy until now and direful things are predicted if she finds that it must be given up. Germany has been finding fault with us for years, Russia has been dissatisfied quite as long, France's scowl and shrug have become chronic and the other powers are greatly interested in what the times foretell. The war cloud is bigger than a man's hand and is growing rapidly.

When will the shock come? Never, in all probability. Europe's great desire to form a combination against the United States is only surpassed by her greater reluctance. There is everything to discourage her. This country's history has in it nothing comforting to those who wish her ill. To those who study her there is much meaning in her quaint advice: "Don't monkey with the buzz-saw!" It is true that our army amounts to little and our navy to hardly more; but when France, regardless of the advice, thrust her finger into Mexican affairs, it was not withdrawn soon enough to save Maximilian. Spain, with a monarchical jeer, laughed at the whirring saw and lost her navy. England was determined to change the boundaries of Venezuela but, wiser than her European sisters, she saw in capitals the first word of the fateful advice and stopped. The combined gunboats of the powers would be appalling, but the nation whose Monitor rammed the Merrimac to her destruction and revolutionized naval warfare is equal to other emergencies now unknown and unheard of. Financially, the combination is not promising. We have too much gold and silver in our coffers and a great deal more in our mines. Our mountains are so many upheavals of coal and minerals. We have too much corn and wheat. There are too many foundaries and we are too skillful in the manufacture of iron and steel—materials that enter into the make-up of the buzz-saw!

Behind all this there is something else—this nation's sound common sense. It understands itself and its relations to other countries and, in the attainment of its purposes, it knows how far to go. It is not beset with uncertainty. It knows its wants, but it knows, too, its limitations. In securing the one it will in its earnestness trespass aggressively upon the other, but it never goes too far. The European growl is heard and it will be heeded; not from fear—that does not enter into the American make-up—but because it knows that it has gone far enough, is willing to acknowledge the just demands made upon it and gracefully accedes to them—a characteristic that we have inherited from our English ancestors, as the careful reader of the biography of the Tudor family will willingly admit.

The fire which cost Davenport, Ia., a million dollars a few days ago was started by a cigarette which a freckle-faced boy smoked in a lumber yard. The \$80,000 fire at Sioux City, in the same State, on the same day, had a more curious origin. The heat of the sun as it passed through the plate glass show window of a dry goods store was so intense that it ignited the goods displayed therein.

A BATTLE OF GIANTS.

Every person who has given attention to the controversy which has for several weeks been in progress between the steel trust and the Amalgamated Association has learned that there is no real grievance at issue. The striking employees have not been the victims of grinding exactions, long hours of labor and starvation wages. On the contrary, there is no dispute either as to hours or wages. The only question at issue is the recognition of the union—which means the humiliation of the employer, the stultification of the employee and the exaltation of the walking delegate.

In this age of the world the article of steel enters more generally into the uses of civilized life than any other, and it is indispensable. The business of the present day would be impossible without iron or its carbonized form known as steel. The extraordinary importance of steel is seen at a glance in these few words from the charter of the trust, setting forth the objects for which it is formed: "To construct bridges, ships, boats, engines, cars and other equipment; railroads, docks, slips, elevators, water works, gas works and electric works, viaducts, canals and other water ways, and any other means of transportation, and to sell the same and otherwise to dispose thereof, or to maintain and operate the same."

When the vast industries controlled by the steel trust became consolidated under one control, it was realized that there had been created in the industrial world a power which had not previously existed, and hardly had it become established in control of its enormous business, employing laborers to the number of several hundred thousand, than an effort was made in the interest of organized labor to induce its army of workmen to join in a strike.

The combat now just beginning is a veritable war of giants. It is organized labor against organized capital. Up to the present moment the struggle has only been a preliminary skirmish. It has not grown to the proportions of a tremendous warfare. The strike has only extended to a few of the trust mills, and there has been, so far, no calling out to take part in the strike of the trust's army of workmen.

The hopes that have been entertained of an amicable settlement seem to have faded out and left little prospect of any arrangement, since the only possible adjustment is in the surrender of one side or the other. The trust management has declared it will not yield. What the labor management will do in the premises remains to be seen; but, if, on the side of organized labor, the men shall determine to rally to the standard of no surrender, then the two combatants will join issues in a conflict which, if peaceably conducted, will resolve itself into a contest of endurance.

On the side of the trust there will be enormous capital, and the only question to be asked by its management is how much of that capital and of the trust's business it can afford to lose before it will surrender to the demands of the labor union. On the side of union labor, it will have to be determined how long several hundred thousand workers, with a million of people dependent on them for support, can live without earning any wages.

There is also another element to be considered in the problem. It is that not all the work people are members of the labor organizations. That is the weak side in many strikes. There are

always men who will not bend their necks to the union yoke and bind themselves to quit work and give up the support of their families at a word of command, so there has seldom been a strike in which the industries effected have been brought to a full stop. If all workers could be brought into the union, organized labor would occupy a much stronger position than it does; but so long as any considerable number of workers refuse to become the slaves of venal and unscrupulous union labor leaders, agitators and walking delegates, there will be a thorn in the side of the strikers.

Should all hope of a settlement between the steel trust and the labor trust be abandoned, then matters will become serious. Not only will the union workers in the trust's various industries quit work, but so vast a movement may involve a universal sympathetic strike, so that every union laborer in the United States may stop working and earning in order to carry on the great battle to a finish. Such a sympathetic strike would be most unwise and suicidal on the part of those who have no direct concern with the controversy between the steel trust and the hot-headed president of the union iron workers, and such a consummation is certain not to take place, unless it shall turn out that the present time and occasion have been chosen by organized labor to precipitate a great struggle with organized capital, so that, with every wheel of industry and commerce wholly stopped, the comparative endurance of the two contestants might be fully tested.

It is most unlikely that the present has been chosen for such a conflict, but it is certain that a great battle of Armageddon is sooner or later to be fought between labor and capital, and, when the struggle shall come, it will not be a peaceful trial of the powers of endurance of the contestants, but it will develop into a vast, widespread and bloody revolution, resulting finally in vast changes in the Government and institutions of the country. Let us pray that so great an evil, if it must come, be postponed in the hope that true philanthropy and wise statesmanship may devise some efficient remedy.

The Supreme Court of New York has decided a case which will interest those whose pictures are published in defiance of their objections. A young woman in Rochester entered suit for damages against two companies because they published lithographs of her without her consent. Judge Ramsey, in rendering a decision in favor of the plaintiff, held that the right of property in one's features or limbs can not be denied and must be protected by the courts. He cited instances where a disregard of this principal might result in considerable financial loss.

A queer will case has just been decided by the courts in Minnesota. The witnesses to the instrument had stepped through a doorway into a room adjoining that in which the testator lay at the time of the signing of the will and had affixed their signatures at a table exactly ten feet from the testator, but just out of his sight. It was testified, however, that he was sitting on the side of his bed at the time, and could have seen the witnesses by stepping forward two or three feet. The attestation and subscription of the will under these circumstances were sustained.

King Corn will now take a drink on Jupiter Pluvius.

GROWING MACARONI WHEAT.

The arid region of the United States west of the Mississippi River and east of the Rocky Mountains covers a broad belt from North to South, embracing Western Texas, Indian Territory, the greatest parts of Kansas, Nebraska and the Dakotas.

It is well known that the soil of this vast region is extremely fertile, lacking only water to make it the richest agricultural country in the world. But, in addition to its other extraordinary capabilities, the United States Department of Agriculture has just announced it to be an ideal region for the production of the sort of wheat from which macaroni is made.

Macaroni, which is the staple food of a great body of population along the coast and islands of the Mediterranean Sea, is made from wheat peculiarly rich in gluten, which is that part of wheat flour corresponding to the lean or muscle of meat, while the starchy constituent corresponds to the fat. Ordinary wheat flour will not make good macaroni, because it is deficient in gluten.

Gluten, as it is found in macaroni, is an excellent diet, corresponding in many respects to lean meat, and being quite as nourishing.

Macaroni wheats differ radically from the ordinary bread wheats, and in the field look more like barley than wheat. The heads are flat, compressed and bearded, the beard often being black; the chaff is usually golden yellow, but sometimes black; and the grains are large, hard, yellowish white, and clear, or, in wheats of the best quality, sometimes translucent. There are also occasionally velvet chaff varieties. In Europe they are known simply as hard wheats or durum wheats. The grain is so much harder than that of the hardest bread wheats, and in the best varieties contains an unusual amount of nitrogen and a correspondingly small amount of starch. The quantity and quality of the gluten make them exceedingly valuable for making macaroni. They are extremely resistant to drought and resist the attacks of leaf rust and smuts to an unusual degree.

The macaroni wheats at present in use in Europe are chiefly from the Russian plains or steppes. A commissioner from the Department of Agriculture was sent to Europe, after inspecting the corresponding region in the United States, and he found precisely the same conditions. There is declared to be a certainty of a good demand for all the hard wheat that can be grown, and the chief markets are Marseilles, Bordeaux, Genoa and Naples.

According to the official returns, about 15,000,000 pounds of foreign macaroni is imported to this country each year, solely because, being made from true macaroni wheat, it is considered to be of better quality than our domestic macaroni, which is made almost entirely from bread wheats. Moreover, the imported macaroni sells at a much higher price. Of course, all the cost of the imported product will be saved to this country if the farmers and millers will furnish our factories with the right kind of material, which they can easily do, and the factories are anxious to have the material.

Although these wheats are considered to be of value chiefly for making macaroni, the idea that they do not make good bread is quite erroneous. A very large amount of macaroni wheat is annually employed in Russia, France, Italy, Spain, Greece and other Medit-

erranean regions for making bread, which is considered to be of excellent quality, as it is certainly most valuable as a food product. On account of its real merits, the consumption of this wheat, rich in gluten, can not be too great or general.

THE MILITIA PROBLEM.

While at first consideration there might appear to be but a single view to take of the agitation now in progress over the proposed remodeling of the national militia laws, a more careful examination of the question soon leads to the conclusion that it is a many-sided problem. The avowed purpose of those who desire a change in existing laws is to make the militia force of the country—that is to say the organized force known as the National Guard—promptly available for service in time of war. In fact, it is proposed that the guard should be, to all intents and purposes, a reserve force to the regular army, to be called to the colors at once on the outbreak of war.

Under existing laws, the President of the United States has the power to call into the active service of the National Government all, or any portion, of the militia for the purpose of repelling invasion or quelling internal insurrection. This precludes the employment of the militia for service abroad. The new law proposed contemplates making the organized militia available for any class of service, whether at home or abroad.

In most of the Eastern States where a numerous and well-equipped militia force is maintained, it is contended that the National Guard is a state force, pure and simple, and enlistments in it are to do service within the borders of the state only. This force, it is held, ought not to be drafted into the national army in war, except for limited periods. There is something in this contention, and the alternative has been proposed that a separate and distinct national militia be organized.

While the idea of a national militia appears attractive enough, there is a serious obstacle in the way of such a force in the Constitution of the United States which reserves to the states the control of the militia and the appointment of the officers.

It is certain that the militia contemplated in the original law was intended for service in the event of war, and not merely for state duty, although the control of the militia was reserved to the states, as well as the appointment of all the officers. While the growth of the various states has developed the need of militia for purely state purposes and the maintenance in nearly every state of a regularly organized force, whose main service is to maintain order and enforce the laws within the state's borders, these forces are still parts of the militia contemplated in the national militia law, and can no more evade answering a call from the President of the United States than any other portion of the militia. While there is room for discussion as to just how the militia is to be organized and controlled, there can be no doubt whatever that the entire militia force is intended primarily for the military service of the country in time of war. Any change or improvement in the existing laws which will make the militia more efficient and better equip it for active service in time of war is to be welcomed.

It may take nine tailors to make a man, but ninety-nine collectors can't make him settle.

MISTAKES OF DIET.

The animal and, in a higher degree, the human digestion is the most wonderful system of chemical action in the world. The meat and drink put into the human body are decomposed and re-composed into an almost innumerable variety of compound substances. Out of this food, whether in solid or fluid form, are created by the chemical and physiological powers of the human system the bones, muscles, nerves and other parts of the body, so that every organ is supplied with all that is needful to its operation and maintenance.

The material substances which make up the human organism are not numerous, consisting of several gases and mineral salts, but the ability of the chemical and physiological powers of nature to combine these substances is almost infinite, the resulting compounds being almost innumerable.

It should follow that the greatest attention should be paid to the quality and quantity of the matters which are to be used for the nourishment of the body and for the uses of its wonderful system of creation and repair. Diseases are results of some sorts of assaults upon the body or its particular organs. Some of these attacks are from the outside, such as those made by mechanical injuries or extremes of heat and cold or by the microbes which are always lying in wait to bite us. Then there are attacks from the interior by those same terrible microbes which have come into the body by being inhaled with the air we breathe or in the food and drink we swallow.

However, the most wholesome food is capable of producing the most injurious effects when taken in excess or under conditions when the digestive system needs rest. Then there are articles of food which, however beneficial to some persons, are injurious to others, therefore the matter of diet should be one of the leading considerations in the preservation of health. The medical man is not alone concerned with the healing of diseases. He should be largely interested in preventing them. The skilled mechanic can display his real usefulness vastly more in maintaining his machinery in a state of the highest efficiency than in repairing it after it shall have suffered some catastrophe.

It is said that in China, a country whose people are intensely practical, the doctor is paid only so long as he keeps his patrons in health, but when they become sick the pay stops. Nothing could be more intelligent than such a course; but with the enlightened notions of the Western world all is different. The people of boasted culture and intelligence wholly neglect their medical adviser and his advice until they are stricken down by disease. Then he is sent for in a great hurry and the sufferer eagerly gulps down doses of disagreeable drugs; but when the patient shall have been restored to health, he immediately disregards all the doctor's counsel and particularly that in regard to diet.

Few men will restrain themselves from eating and drinking the articles forbidden by the physician when there are no aches in the big toe or pains in the stomach or head. It is only when the outraged organs are punishing the offender for his improper eating and drinking that he remembers that his own transgressions were the cause of his troubles. Intemperance in eating does not differ in its injurious results from excess in the use of intoxicating

liquors or in any other over-indulgence. There is the pleasure of eating long after the demands of nature are satisfied that causes the trouble. It is in the enjoyment of a mere indulgence that drives to excess. These matters are well set forth by President Hyde, of Bowdoin College, in the July Atlantic, in an article entitled "The Cardinal Virtues."

The temptation to intemperance comes chiefly from a false abstraction of pleasure. Finding that some function is attended with pleasure, we perform the function for the sake of the pleasure; forgetting to consider the end at which the function aims, or even disregarding the end altogether. A man seizes on one or another of the more sensitive parts of his nervous system, and then contrives ways to produce constant or frequently recurrent excitation. Thus the glutton crams his stomach, not for the nourishment and vigor food will give him, but for the sensations of agreeable taste and comfortable distention. Muscle must toil, brain must plan, and every other organ do extra work, simply to give the palate its transient titillation and provide the stomach its periodic gorge.

Of course, it all applies to those who use liquors, tobacco or opiates to excess. They all sacrifice health, mind and morals to the momentary gratification of some debauched and unnatural appetite.

But to go back to the "bon vivant," there is no drunkard or opium fiend more blamable than he, because by excessive indulgence he is destroying his capacity to enjoy the pleasures of the table. The drunkard wants ever more drink and the opium fiend is always ready for more "dope," but the man who lives to eat soon finds himself unable to do so, because nature revolts against the burdens he puts upon her.

If men were only as wise as they know how to be, they would find out the diet which is best for them and then stick to it. If it is best to become a vegetarian, let one adopt a diet of grain and roots and fruits; but let no man start out with a hobby in these matters. He needs able medical advice, based on a knowledge of his physical system, and so let him live and enjoy. The man who is not rich needs more than any other his health and vigor. When it is in his power to get the most out of them, he is a fool not to do so.

FOOLISH POLICY.

The New York Spectator, a weekly publication devoted to the interests of insurance, takes occasion to make some highly proper remarks upon the false and most foolish policy of a city trusting its water supply to the control and possession of a private corporation.

The matter came to public attention in an occurrence at Houston, Texas, where the public water supply is owned by a private company. Recently the city hall in that city was destroyed by fire, and the several companies that carried insurance upon it to the extent of \$40,000 have refused to pay the loss, on the ground that the water supply was insufficient and the pressure inadequate to enable the firemen to control the flames.

The companies insist that the city shall bring suit against the water company for the amount of the loss, holding that the water supply has been notoriously insufficient for a long time, and that the city has taken no measures to enforce its contract. The city council had, at the last reports, refused to act in the matter, and the insurance companies refuse to pay the loss.

Clothing

Fads and Fancies Peculiar to New York City.

I notice on the streets here what I take to be a result of the shirtwaist agitation, namely, that people pay much attention to having their garments of lightweight. The papers of the country have stirred us up to the folly of wearing unnecessary thicknesses of clothing during the hot weather and although we are not ready to abandon coats, we take care to wear very lightweight garments. I believe that the next two or three years will see decided changes in the material of hot weather clothing, very largely, if not entirely, as a result of the shirtwaist agitation. Whether we will get an improved silk fabric for our summer clothing or a light cotton or linen fabric, or something durable and comfortable in woollens, I have no idea, but I believe that people have been roused to the need of dressing comfortably and that this will have its effect on the material and make of clothing for summer wear this summer.

* * *

Of course, a fancy vest is not indispensable to a golf costume, but if any is to be worn a fancy vest of French flannel is very pretty for the purpose. The vest to which I refer is single breasted, closing with five pearl buttons and having a deep notch at the bottom. The flannel is white with a broken stripe design, varying from a half inch to an inch and a half in width, in various soft colors. One design was a stripe in gold, green and narrow lines of red breaking up the stripe. The effect was striking, but quiet.

* * *

There are times in the summer when an overcoat is necessary, especially at the mountains, where the nights are chilly, or at the shore, where they are damp. If one is in evening dress considerations of comfort will decide whether the overcoat be worn, although if a man has any considerable distance to go he will have to wear one as a protection to his clothing. I have seen men so careless as to wear a short covert coat over their dress coat. The proper coat is a long one, either a Chesterfield or a Raglan of lightweight, which properly covers not only the body, but the tails of the dress coat. Still some individuals prefer to have peculiar garments of their own contriving, and such a garment was lately made by a prominent tailor uptown for a heavy dresser visiting summer resorts. The coat was made of unfinished gray worsted, single breasted and cut like a surtout with long skirts, waist seam and three seams in the back all welted. It was cut in snugly to the figure and half lined. Such a coat does well enough if one wishes to attract attention. An actor or any individual to whom notoriety is the breath of life will find such a garment valuable, but a gentleman will have no use for such a contrivance.

* * *

While the game of tennis is not the rage, as it once was, it still has its devotees and, like the game of golf, it has its appropriate outfit. Duck trousers are quite the thing to wear on the courts, and with them either a sweater with open collar or a light cotton or flannel shirt. It is well to have the shirt made with sleeves cut short at the elbow, as a matter of convenience. Some good dressers have the lower half of the sleeves made to button on at the elbow so that they can be removed if conven-

ient. Still others wear a garment that is a combination of shirt and drawers, like a one-piece bathing suit. The legs of the garment come halfway down the thighs and the shirt has an attached collar of the same material as the shirt. These garments are made up in light French flannels, usually white with fine stripes in colors. They are sometimes also made in madras or that light material known as madapollam, a delicate fabric which is often used for the body of fine dress shirts. By the way, I know of no better way to have your dress shirts made for summer if you are looking for comfort. In a game where there is such constant and violent stretching as there is in tennis and where the drawers and shirt are apt to work apart a garment combining shirt and drawers has advantages of its own. But if one does not care for such a garment, sleeveless underwear and light drawers reaching only to the knee are better than full-length underwear. Duck trousers with a white madras or flannel shirt with fine hair line stripes in color, low-cut tan shoes, socks of a heather tone, and either a low collar with small bow, or a stock, make up a pretty tennis costume.—Apparel Gazette.

Permitted to Speak.

"Mabel" he said, with an apparent effort as he gazed down into her dreamy eyes, "you've always been a sister to me, haven't you?"

The long-expected moment had at last arrived and she gazed coyly at the floor.

"I've tried to, George," she whispered.

"And if I were to say something to you that should only be said by persons who are intimately acquainted, and who thoroughly understand each other, you would not take offense?"

She thought it rather queer that he should view a simple proposal in this light, but she tremblingly assured him that she would not.

"Then, Mabel," he continued, lowering his voice to a quaver, "I apologize for my boldness in saying it, but while I leaned over to turn the page of your music I busted off two of my suspender buttons. Will you sew them on?"

And trembling inwardly, but regaining her outward composure with an effort, the brave girl went into the other room and brought forth the necessary implements.

The Power of Superstition.

"I wish I wasn't superstitious," said a well-known young man. "I'd have it taken off."

"Have what taken off?"

"Why this great big mole on my nose."

"What are you afraid of about it; bleeding to death?"

"No, no; it's just bad luck to have a mole taken off. It's worse than having a black cat cross your path or even to have a hooting owl light on the roof."

"I don't know why it is bad luck, but my black mammy used to say, 'Chile, don't yo' nebber let 'em try to take dat mole off'n your nose.'"

"What'll happen, Aunt Sarah, if I do?" I used to ask her.

"I dunno, chile. Some folks say as the place won't nebber get well and some say as two mo'll come back. Don't nebber pester what de Lord has gin yo,' or He mought make it wo'se."

"The old negro woman's doctrine was too deeply imbedded in my early education for me to outgrow it, even after twenty years."

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FREE We will furnish (to clothing dealers only), our handsomely illustrated Fall and Winter sample book, showing a big assortment of cloth samples representing our

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DAVID M. PFAELZER & CO., Largest Manufacturer of Boy's Clothing
CHICAGO, ILLINOIS.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—In brown sheetings and drills prices are firmly maintained. The demand for lightweight brown sheetings has been small but prices remain firm. Bleached cottons show no change in price in any grade, but business is at low ebb. The market for wide sheetings, cotton flannels, blankets, etc., and for all coarse colored cottons, is steady, but without any new features since our last report.

Prints and Gingham—The conditions which we reported last week in regard to printed calicoes have not undergone any change during this week. House trade is light, and mail orders only fair. The orders that are under contract, however, are keeping the mills busy, and stock is not being piled up, and nearly all printers report as being sold ahead for a considerable time. Orders for fine printed sheer cottons for next spring are excellent, and it is here that the market promises best. For woven patterned fabrics the outlook for next season is also excellent. Staple gingham is firm, but quiet.

Dress Goods—The dress goods situation is practically unchanged, and during the past week the lethargy of the month past has not been disturbed by any new developments. Jobbers have as yet done very little on the fall lines, and the general opinion is that the middle of August will be passed before much business is attempted. The manufacturers also have not been hustling with business, and not until there is a change in both of these corners of the trade, will there be much doing on the spring goods in the woolen goods district.

Knit Goods—The effect of the season on the cotton crop, however, shows itself in the yarn market, as the various cotton hosiery and underwear yarns are much stronger, and show a small advance in some numbers; this may, however, be partly due to the curtailment of the yarn production in the South. The knit goods manufacturers' belief that the cotton yarn market will gain still more strength, seems to be proved by the increased amount of business reported by the spinners from knit goods men. This will naturally have a bracing effect upon cotton underwear and hosiery prices for the spring.

Carpets—Market conditions in the carpet trade continue favorable. With the exception perhaps of a more pronounced demand for the finer grades, the tone of the market has shown little change from last week. The orders are being received more freely of late, and in most instances they have shown more volume individually. The $\frac{3}{4}$ goods are now beginning to receive their share of the business, much to the gratitude of the manufacturer equipped with machinery for these lines, which has not been in full operation for some time. The velvets lead the list on the $\frac{3}{4}$ goods, so far as the demand is concerned, with body Brussels in second place. The bulk of the samples shown in these lines for the fall season generally have a full line of the small figured patterns with a quiet background, noticeably in the greens, reds and browns. These designs are very well thought of by the jobbers and the wholesale trade, and many are placing the bulk of their orders for these lines. Of course, a good many carpets of the more striking patterns, such as the carpets

sold last season, having patterns of a much larger magnitude and brighter colors, will be made and sold, but from all indications, the trend of the buying is more towards the quieter effects. The ingrainings have been greatly neglected of late, many manufacturers finding it impossible to keep all of their machinery running full with their present orders. At the commencement of the season now well underway, the outlook for the demand for ingrainings was never more promising. Some good orders were taken, and on the strength of these the anticipations of manufacturers were very big. After the first orders taken were well towards fulfillment, manufacturers began wondering why some other new business did not come in, and they have been wondering ever since. The trouble, we believe, lies entirely with themselves. Up to a few years ago a good ingrain had considerable wearing qualities in it, but at the present time everything is put into it except wool, and as the result, the public have become disgusted. Perhaps, however, the manufacturers may not be wholly at fault in doing as they have to make a carpet to fit the size of the pocketbook of the public, but we certainly believe that had they refused in the first place to put in such stock as they have, the views of the public in regard to ingrainings might be more favorable at the present time. Prices on velvets, Brussels and axminsters hold very firm, and we would not be surprised to learn sooner or later of a more strengthening tendency than exists at present. In the tapestries, it is intimated that an advance of $2\frac{1}{2}$ ¢ will be made before long. Some manufacturers state that the advancement will come on August 15, while others state September 1 will see the higher prices. The advance is bound to come nevertheless from the fact that the goods are selling on a low basis, and with the strengthening tendency in the raw material, the manufacturer has got to protect himself or lose money.

An Assortment

of handkerchiefs way beyond any we have ever offered (and that is saying a great deal) is what we call your attention to. We have the embroidered goods both hemstitched and



with scalloped edge from 45 cents to \$4.50 per dozen; plain white hemstitched from 25 cents per dozen up; colored borders 12 cents up, and silks 90 cents to \$4.50. Our salesmen will "show you."

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,
Grand Rapids, Mich.

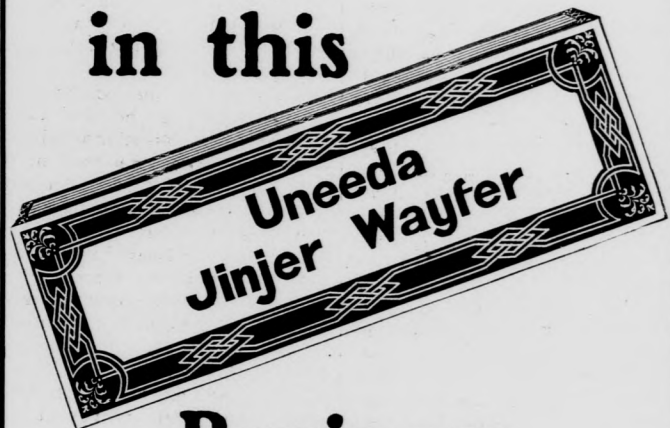
NOTICE

Our sample line of goods for fall delivery is now in and ready for inspection. Call in and inspect our line before placing your order. We have several good numbers in the following lines:

Woolen Underwear Woolen Hosiery
Fleeced Lined Underwear Kersey Pants
Mackinaw Coats Duck Coats

P. STEKETEE & SONS,
WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

There's Snap and Go in this



Business

NATIONAL BISCUIT COMPANY

WE GUARANTEE

Our Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To anyone who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

Shoes and Rubbers

Increasing Trade in the Outlying Districts.

In these days of immense undertakings the problem of moneymaking becomes a serious and vexing question to the man of small fortune who seeks a place in the commercial life of this great nation. In no line of business is the path to success from small beginnings more beset with difficulties than that of selling shoes. Yet we believe that, great as these obstacles may be, there is unlimited opportunity for the bright, energetic man who goes after trade with a full appreciation of the difficulties in the way, and a determination to meet and overcome them.

Some of the largest and most successful shoe stores in the country have been built up from very small beginnings, and that in the face of obstacles just as great as any which to-day confront the beginner.

When these stores were in their infancy, you say, there were no great department stores with their advantages of delivery, advertising and many other things beyond the reach of the small dealer. There were no trolley cars, taking the people in a few minutes to the trade center. Business was more scattered and the small dealer had greater opportunity to build a local, permanent trade. Granted, friend retailer.

On the other hand, it is equally true that the small store as builded in those old days was in every way inferior as a business place to the snug little shops, with attractive fronts and possibilities of display, that are to be had to-day in almost every locality. The jobbing house, as we know it to-day, is far and away beyond anything those old timers ever dreamed of.

If the trolley car carries many people into the trade center, it just as certainly carries very many of those who live near the trade center to localities farther removed, because of just this increased facility of transportation, so that what might have been vacant ground but for the trolley is now thickly populated and becomes a promising field for business enterprise.

We will meet your objection half-way, though, by admitting this: Whereas the man with little money could, in the old days, locate in the business center and stand a fair chance of success, the small dealer of to-day must seek his opportunity on the smaller business street, depending for support largely on the people of his own immediate neighborhood.

Now we contend that there is no reason why the department store, the manufacturing retailer or anybody else should get all the trade from these neighborhoods.

We know from personal experience that there are many in every such neighborhood who would rather patronize home industry. We know of more than one store, started in just such a place, in recent years, that has had splendid success, and where there has been failure, the cause was not obscure nor such as could not easily have been remedied.

We have in mind a store, located over four miles from the business center, with not another store, except a grocery, within ten blocks of it, which has not only been successful, but, starting as a dry goods and notion store, has developed into a good-sized department store, carrying shoes, house furnishings, toys, millinery, hardware, boys' clothing, women's waists and wrappers and

groceries. And all this, too, in a city noted for large department stores and with splendid rapid transit facilities.

Personal observation along this line for a number of years has shown us that the causes of success or non-success are well defined and easily traced, and we would throw out these hints from our own experience to those who may be, or expect to be, of those whom we know as small dealers.

As all values are comparative, so business appearance and effort will be judged largely by comparison with those around it. The man with small capital can hardly hope to compete with the larger and more wealthy establishments around him in a central locality. The window display that will attract attention and draw trade to his store in a smaller location, would here appear insignificant by comparison with those around it. Again, the battle for trade in the central location is much more keen and necessitates a large outlay for advertising. The trade is more exacting, rent is higher, expense greater, and in every way the man with small capital in such a location is at a disadvantage.

Get on one of those streets that are to be found in every city, where from one cause or another other men have opened up in various lines of business. By keeping together you will be mutually helpful to each other. If you fail to find the proper kind of store room or if the front is poorly constructed for business, better wait until you can start right. The better way is to have the owner build the front to suit you. If you are the right sort, this will usually not be hard to arrange.

We have said, get into the neighborhood of other stores, in other lines of business, because such association will help you to draw trade. But don't be simply one of a group of stores. Make your place distinctive. Spend a great deal of time and some money, too, on your show window. Shoes are rather hard merchandise to show attractively, but you can add greatly to your window display by fresh, clean background and floor covering. We would suggest a liberal use of crepe paper with frequent renewal and change of color in preference to plush, felt, or other permanent covering. Then use every legitimate means to bring your store to the notice of the passerby. Many ways of attracting attention will suggest themselves if you make it a study.

Try putting a clock in your window. Keep it exact for a month, then let it run down. You will be surprised at the number of people who will come in to tell you it has stopped. Get a public telephone station in your store; use every available means to let people know who you are.

Before leaving this subject, let me suggest that you devise your own window fittings in preference to one large display tree. Buy a few skins, borrow two or three tabourets from the neighboring furniture man. You can repay him with a card on the tabouret. Put a bicycle, base ball and bat, golf stick and tennis racquet in with your outing shoes, borrowing these things from the dealer in that line and repaying him in the same way. Spend a little money for shoe trees, buying the adjustable kind, so they will fit various styles of shoes.

When dressing your window, always set your shoes on something. Don't hang them up. Throw away your bull dog hooks. We know of nothing that so

Shoes must—

**Fit
to
Wear**

Our own make of shoes are made to fit, will therefore give the longest wear.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan

Coming!

Our salesmen will call on you soon with a complete line of shoes for fall and immediate use. Your orders will be highly appreciated by us. Yours truly,

Bradley & Metcalf Co.

Milwaukee, Wis.

LEGGINGS

Over Gaiters and Lamb's Wool Soles. (Beware of the Imitation Waterproof Legging offered.) Our price on

Men's Waterproof Legging, Tan or Black, per dozen.....
Same in Boys', above knee..... **\$6.00**

Send us your advance order early before the rush is on. Send for Catalogue.

HIRTH, KRAUSE & CO.

MANUFACTURERS
GRAND RAPIDS, MICHIGAN

Geo. H. Reeder & Co.

Wholesale

Boots and Shoes

Grand Rapids, Mich.

cheapens a shoe window as a background of shoes swung on rods, looking like so many fish or sausage. We believe the suggestions here given are practical and will prove themselves helpful to the man with small capital.—H. T. Dougherty in Shoe Retailer.

The Shoe Jobber Secure in His Position.

A question that is agitating the trade to a considerable extent is "what will become of the jobber if manufacturers continue to encroach upon his domain?" There are some in the trade who reason that the jobber will be eliminated, but if they have such an idea in their mind they want to get rid of it. The jobber is fully as essential to-day as a distributor of shoes as ever before. Were it not for the jobber many of the small and growing retail dealers who are in business all over the country, would not be in existence. They owe their sustenance to the fact that the jobber is in business. In many cases they are carried over some very rough roads through the assistance rendered by the jobbing houses with whom they do business, and which would not be possible were they trading with the manufacturer. It has been stated that jobbers have lost considerable trade on account of so many manufacturers selling direct to the retailer, but it is also true that the jobbers have added fully as much new trade by the continual entrance into the field of new shoe stores.

Very often dealers who follow out the policy of ordering all their goods direct from the manufacturer, are mighty glad that the jobber is still in the field. Coming on the end of a season this is especially true. When they run short of sizes and can not be accommodated by the manufacturer, they call on the jobbers to help them out. From many points of view the jobber is with us to stay. He will be a factor, and an important one, in the distributing of shoes, so long as men with limited capital retail shoes. They are compelled to rely upon the jobber to help them along, and such men, when they become prosperous are not the ones to soon forget a favor, with the result that they continue to do business with the jobber, to a certain extent, indefinitely.

Then again there are such a variety of styles and sizes for the average retailer to carry, if he is desirous of meeting the demands of customers, that he would not be able to cater to his trade intelligently if it were not for the jobber. Jobbing houses carry such immense stocks that they are at all times prepared to supply all needs, and dealers know that they can obtain any size, style or design of shoe that they may have a demand for with the least possible delay.

The jobber is not only a necessity to the small retailer, but in numerous instances he is a necessity to the small manufacturer. There are concerns manufacturing shoes to-day who would not be in business were it not for the aid they secure from the jobbing houses. There are concerns who look to the jobbers to meet their pay rolls each week, and they are never disappointed.

There are many other points that could be brought forward in connection with the value of the jobber as a handler of shoes, but it suffices to say that the jobber is a benefit to the retailer, a necessity as a distributor of shoes, and in many instances a god-send to the manufacturer who is struggling along in the race for fame. The manufacturers of specialty shoes have not injured the jobber to the extent that is

generally believed. It has been the policy of most jobbers not to handle many shoes selling to the dealer above \$2, and, in fact, of late years the limit has been reached at \$1.75. Consequently the manufacturers of specialties who heretofore sold to the jobber have thrown out their cheaper grades and have gone direct to the retailer with a higher priced shoe. As a result they have not taken away the trade of the jobber on the cheaper lines, so it can be readily seen that the jobber is as prominent a factor in the business to-day as ever before.

The expense of distributing the goods cannot be avoided, whether the work is done by the manufacturer himself or by the jobber and the risks of the accounts must also be considered. It is a great mistake, therefore, to assume that there can be a saving of the jobbers' profits in buying from the manufacturer. The jobber is able to distribute the expense over a larger amount of sales and, as a rule, for the average lines can give a lower price to the dealers than would be possible if each manufacturer had to bear the expense and risks of selling his own goods.—Boot and Shoe Recorder.

Competing With the Specialty Store.

One of the great features that has aided in making the manufacturers' specialty stores a success is extensive advertising. Another feature is that they are sold from maker to wearer. It was the specialty store that inaugurated the free-shine system. The first feature has led many dealers to add specialty lines to their regular stock. Manufacturers have produced named shoes, placed them in retail stores, advertised them in magazines, etc.; but their numbers have become so great that outside of a very few of them they promote but little trade for the dealers selling them, so that if you desire to carry a named shoe it is better to select a name and have it copyrighted. In deciding on the name it is well to have a contest, offering a prize to the person submitting the accepted name—have a proviso that the name shall be suggestive of local surroundings. If you do not have a contest, adopt a name that will be suggestive of the city you live in. Having decided on the name have your shoes made to your order with special name stamped on the sole, and then have the firm and special name on a silk label in every pair of shoes. Advertise them extensively, using newspapers, signboards, catalogues, circulars, etc. A good advertisement that could be used in connection with a special-named shoe would be to issue a little booklet. Entitle it "Treatise on the Feet." This could be compiled with very little expense, and distributed with other advertising matter. In such a booklet you could, in treating on a bunion, call attention to the fact that your No. 14 last was especially adapted to feet so afflicted. Use another number last when treating on ingrowing nails. Another for corns on the small toes, and so on. Give instructions on how the feet should be fitted. Where the free-shine system is in vogue in the competing manufacturers' stores adopt it for your store.

V. A. Plunkett.

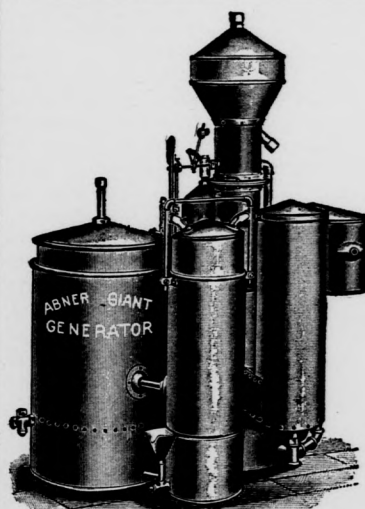
J. E. King, dealer in general merchandise, Pioneer: I have been a reader of the Michigan Tradesman more or less for the past twelve years and would not think of doing business without it.

There are not as many men in the world as there are heroes in the novels.

There is no disappointment in
RINDGE, KALMBACH, LOGIE & CO.'S
Grand Rapids made shoes.

WHY?

Because neither money, pains nor brains
are spared to give
FIT, WEAR and COMFORT.



Town Lighting With Acetylene Abner Giant

The only successful automatic generator for large lighting. Has an unlimited capacity. Has measured carbide feed, automatic residuum discharge and fresh water supply. 30, 50, 75, 100, 200, 350, 500, 1,000 light and town plants in operation.

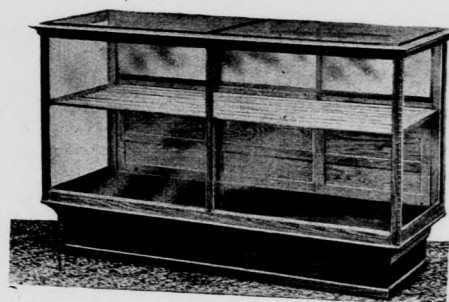
Agents protected. Write for territory and terms to the trade.

Call at our exhibit at Buffalo, Acetylene Building.

The Abner Acetylene Gas Co.,
Cor. La Salle and Lake Sts.,
Chicago, Ill.

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.

Welsbach Lights Welsbach Mantles

Incandescent Gas Light and Gasoline Lamp Supplies
of all kinds.

Authorized Michigan Supply Depot for the genuine goods.
Write for illustrated catalogue and wholesale prices to

A. T. KNOWLSON, Detroit, Michigan
233-235 Griswold Street.

LOW SHOES.

Why They Are Popular—Straight and Squeaky Shoes.

The doubtful propriety of the low-neck dress has frequently been argued in and out of society circles without thus far having resulted in the covering of the female bust with more delicacy. This questionable fashion has finally led to the inauguration of a social function unblushingly called the "low-neck dinner." Of course, this subject is out of the province of the shoe man, and the modeste warns him to "stick to his last." In our trade, too, we have what the sarcastic shoe reformer terms the "low-neck" shoe, which, by reason of its location on the body, however, is not open to the charge of contributing toward indelicate exposure. The low shoe and slipper are old friends; and, despite the warnings of the doctor and the sarcasms of the reformer, they are not likely to be displaced from women's toilet. But the dainty low shoe can never incur the charge of being a menace to health on the street when reinforced by a tasteful and stylish overgaiter, such as the modern manufacturer has provided for my lady's foot. But, although these are often things of beauty and health preservers, the fact that they in some measure detract from the superior beauty of the ornate low shoe, by concealment, render the overgaiter less acceptable than could be desired.

But it is on hygienic as well as on aesthetic grounds that the low shoe wearer rests her claims to its use. In support of the practice she turns upon the reformer his own argument in favor of less shoe or no shoe at all, to give the abused foot a chance to be what its Creator designed it. She quotes the

benefits to be derived from the emancipation of the foot from imprisonment in modern shoes, the freedom of the toes and the unrestricted license of the upper part of the foot gained by use of the primitive sandal. It may well be supposed that the freedom of the foot resting upon a "sandal and tied to it by a few straps would have all the liberty and comfort it could get.

The devotee of the new shoe does not ignore the fact that in this covering the sandal-freedom of toes is not attained, but, loyal to her favorite footwear, she pronounces it the next best thing for the foot, because it has begun a reform of the high and injurious shoe at the top, by cutting it down.

The modern slipper is the nearest approach now to the old sandal; but even this, when furnished with straps, is provided with broad easy setting bands, placed where they will be the least uncomfortable, and yet retain the slipper in place. Our lowcut slipper, without straps or other visible means of retaining it on the foot would have astonished the ancient sandalmaker. He could not have constructed a low slipper so that it would retain its grip upon the foot while walking without the aid of bands or strings to keep it on the foot. The secret of this close union of foot and slipper is modern, of course. By a peculiar but simple spring in the last, the slipper sole is made to assume such a position that when the foot is in it and the weight of the body resting on the foot, the slipper binds itself securely to the wearer and keeps in place.

"Should women wear straight shoes, or rights and lefts?" asks the novice; and the veteran shoe man replies by asking another question, "Are women's

feet rights and lefts like those of men, or straight?" Time was, and not so very long ago, either, when any old straight thing was regarded by the shoemaker as good enough for a woman's foot. Now this is changed, and the exacting feminine foot demands its rights, and all the shape it can get in footwear, just like a man's or even more so.

"But," observed the novice, tentatively, "if straights were all right for our grandmothers, why not for our sisters and wives?" "They were not all right," returned the veteran. "A straight shoe on a right or left foot was never right; nor can it be, until, in the process of evolution, straight feet are produced. I remember well enough when there was but little shape to women's shoes, and when, for the most part, they were constructed of coarse and stiff materials."

Continuing, the gray-headed dealer spoke his mind thus: "It may be that the fair sex were mostly to blame themselves for this lack of discrimination in their feet and shoes; for, as a rule, they are averse to the bother of studying the patterns of their shoes for points of difference. Of course, with the advent of button shoes, this matter regulated itself, and it was not necessary to look at the soles. But when things did take a turn in the diagrams of shoe soles for women's feet, they were made, at first, with so much crookedness that the order of nature at the foot was reversed; and this extreme was actually worse than the straight shoe.

"Still, the old-time lastmaker stuck resolutely to his crooked last, and it was as hard to induce him to modify his lines as it is to persuade the heavy headed cobbler to mend his life-long

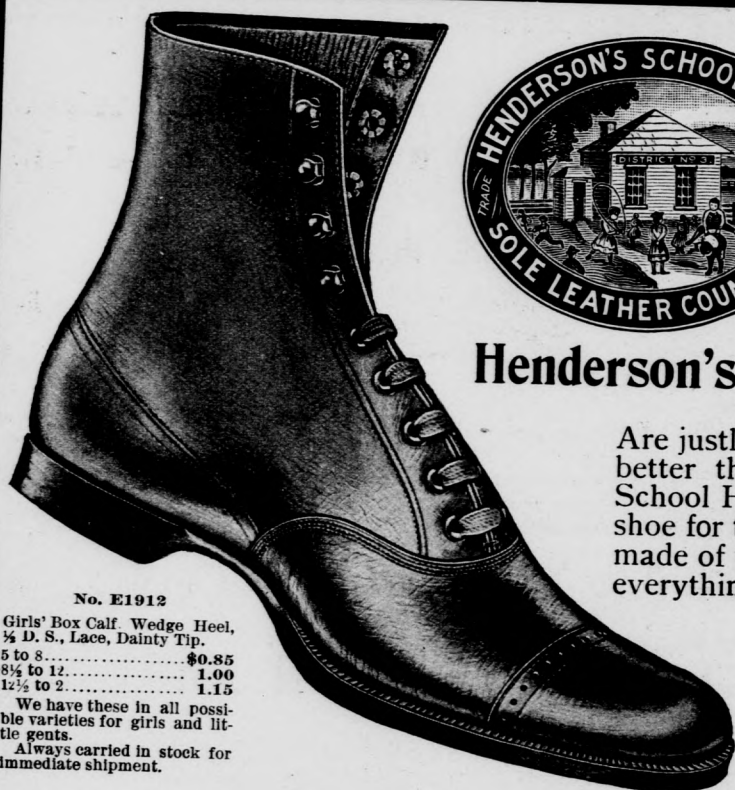
ways. A straight last would, in fact, have been better adapted to normal feminine feet than were some of those serpentine soles."

"Making lasts, either straight or rights and lefts, after stereotyped patterns and expecting them to conform to the various topographical surfaces of human feet is like making hats on various sized blocks and supposing that they will conform to the multifarious bumps of human heads. Modern methods have changed all this.

"Straight shoes, when there were no right and left fastenings to guide the wearer, were a boon to the indifferent woman when in a hurry to dress. She could get up in the dark and take either shoe that came first to hand and thrust it upon the most convenient foot and it was sure to be the right one. A man, however, had to go by instinct or feeling in the dark with his mated shoes, and often got things mixed at that."

Another old shoe dealer was ungallant enough to assert that women ought to wear straight shoes even now, because they can not tell right from left except by the buttons. To this a woman replies that men are naturally more crooked than women, and she clinches her argument by adding that she never wears her stockings rights and lefts, and never expects to, either.

The experienced shoe dealer declares that there is one sort of shoe from which no compensation of pleasure can be derived. It is the hard, stiff-soled thing, now but seldom seen. Whether we wear flexible or rigid soles, the foot in time shapes the shoe to the utmost of its ability to suit its requirements. When there is little or no pliability in either upper or sole, then the shoe



No. E1912

Girls' Box Calf, Wedge Heel,
¾ D. S., Lace, Dainty Tip.

5 to 8.....\$0.85
8½ to 12.....1.00
12½ to 2.....1.15

We have these in all possible varieties for girls and little girls.

Always carried in stock for immediate shipment.



A Trade Monopolizer

If you wish to obtain a monopoly on the school trade of your town, here is your chance.

Henderson's "Little Red School House" Shoes

Are justly famous the country over and this year they are even better than before. It is our purpose to make our "Red School House" Shoe absolutely the best and most satisfactory shoe for the retailer to handle and for the parent to buy. It is made of the best of stock, stitched with three rows of best silk; everything is added that skill can devise to keep it in the lead.

The 20th Century Method is to buy direct from the factory. Better try it!

Have your name put on our "Helpful Hints" list.

C. M. HENDERSON & CO.

"Western Shoe Builders"

Cor. Market and Quincy Sts.

CHICAGO, ILL.

shapes the foot; and this is, materially, the "destiny that shapes our ends."

Now, old shoes, like old wine, grow better as they grow older, more mellow and companionable, provided, in both cases, that they are composed of good materials. This is an important argument for buying—of all things in clothing—good serviceable footwear. Our feet are degenerating in direct ratio to the worthlessness of our shoes. The old Greeks and Egyptians did not have to use their feet for shoe stretchers, consequently they were always sound and symmetrically shaped.

Referring to squeaky shoes, less common now than formerly, if it were only fashionable to have that sort of audible footwear we should all try to get the most squeak we could for the money in our shoe. There have been some isolated cases of this sort before now, but that sort of noise has never become very popular. Out in the Azores Islands, where the ox cart is still used, with its solid wooden wheels, the driver takes pride in having the proper amount of squeak go with his cart. No farmer out there is satisfied without this harsh, rasping noise; in fact, the people once rebelled against a law that was passed to prevent creaking carts from entering the cities. But creaking shoes in places of amusement never provoked legal suppression. It is not the shoe that makes the most squeak which is necessarily the best shoe to wear, any more than the shoe dealer who makes the greatest noise is the man most implicitly to be trusted in fitting our feet and making cash drafts upon our pockets. People are a little shy of these now.

Now as to the best uses to which we shall put our feet and lower limbs for the best results in health, that depends a good deal upon the physical conditions of the owner of the members. In the matter of exercise, whether walking, running, jumping, skating, working a machine or a bicycle or kicking a foot ball, we might be safely guided by the scriptural injunction: "Prove all things; hold fast that which is good." The shoe man is not deeply interested in the form of exercise that people shall indulge, further than that he would advise plenty of good shoe-destroying activity on the part of the wearer. The health of the latter does not directly concern the maker or the seller of footwear; but yet the best health promoting exercise, and that which is most largely resorted to—that of walking much—is the best promoter of our trade on a large scale. More violent exercise is provided for by more indestructible shoes, which lower the percentage of destruction.

In walking, as has been remarked, the heel naturally reaches the ground first and imparts more or less of a shock to the system, depending upon our natural elasticity and that of our shoes. In running or jumping, the ball of the foot strikes the ground alone, and the concussion is not so great because of the greater elasticity of the forward part of the foot. Men differ materially in their gaits; but between men and women, there is a marked contrast in the walk, produced in great degree by the difference in physiological construction of the two sexes. They are slightly unlike in the construction of the lower limbs; the dress affects, to some degree the steps of women and makes them shorter. And, then, shorter feet in women tend to make shorter steps. A woman with mannish shoes, even, can not, unless she be an Amazon, attain a man's long, measured stride.—E. A. Boyden in Boot and Shoe Recorder.

Anecdote of Marshall Field's Boyhood.

The announcement that Marshall Field will provide a large sum for building, on the Lake Front of Chicago, an adequate and permanent home for the museum which bears his name calls renewed attention to the personality of the greatest merchant prince the world ever saw. It is commonly believed that Mr. Field has never experienced anything but flattering recognition of his business genius, but, according to a story which is related by some of the older citizens of Pittsfield, Mass., there was one occasion on which the commercial gifts of the merchant king failed to make themselves apparent.

When Marshall Field was in his teens his father decided he would make a merchant of the boy, and took him to Pittsfield, where he was placed in the store of a family friend. The father returned to Conway, and several months passed before he again visited Pittsfield to learn what progress his son was making. The keeper of the store received the father of his apprentice very cordially, but hesitated for a moment when he was asked, "How's the boy coming on?"

"Hate to say it," was the reply, "but I guess you might as well take him back with you. The fact is, I don't think he's cut out for a merchant!"

This anecdote is one of the chief traditions of Pittsfield and is related with great relish by the men whose recollections cover the period of Mr. Field's boyhood apprenticeship.

Mr. Field is a plain, reticent man, without pretensions to any fads or special lines of philanthropic interest, and finds his chief recreation in the game of great affairs.

Saying the right thing at the right time is equivalent to keeping your mouth shut when you have nothing to say.

We Carry Shoes and Rubbers

That are trade winners and will
make money for you.

THE WESTERN SHOE CO.

TOLEDO, OHIO



Putnam Candy Co.

Grand Rapids, Mich.

QUICK SELLERS are what you need during the
hot spell. Our package chocolates fill the bill.
Always pure and fresh.

Some think but do not,
Some do but think not.
Neither succeed.
One must both think and do,
Or think another into doing.

We think you ought to handle

B. B. B. COFFEE

Will you do it?

Olney & Judson Grocer Co.
Grand Rapids

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.

FOREST GIANT.
SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.
DOUBLE CROSS. Long Cut.
SWEET CORE. Plug Cut.
FLAT CAR. Granulated.

PLUG

CREME DE MENTHE.
STRONG HOLD.
FLAT IRON.
SO-LO.

The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

SAW THE TOWN.

Why Jim Bought All His Goods of One House.

One day the main works of a wholesale house was jacking up the private secretary and getting ready to close his desk for the day when in blew a country customer. The head of the concern would have given \$7 if he could have got out and caught the elevated before the country customer showed up. However, he was politic, and he knew he must not throw down a buyer who discounted his bills and was as good as old wheat. So he gave a correct imitation of a man who was tickled nearly to death. After calling the country customer "Jim," he made him sit down and tell him about the family, and the crops, and collections, and the prospects of duck shooting. Then, selecting an opportune moment, he threw up both hands. He said he had almost forgotten the vestry meeting at five o'clock, and going out to dinner at six-thirty. He was about to call off the vestry meeting, the dinner, and all other engagements for a week to come, but Jim would not listen to it. As a compromise the head of the concern said he would ask their Mr. Byrd to take charge of the country customer. They could surely find some way of putting in the evening. He said the Oratorio club was going to sing at Music Hall, and also there was a stereopticon lecture on India. Jim said he would prefer the stereopticon show, because he loved to look at pictures.

The head of the concern said that the country customer would be sure to like their Mr. Byrd. Everybody like Byrd. His full name was Mr. Knight Byrd.

He pushed on a few buttons and blew into several snaky tubes, and put the whole shop on the jump to find Mr. Byrd. The latter happened to be in a ratskeler not far away. When he heard that there was work to be done in his department he brushed away the crumbs and hot footed up to see the boss.

In presenting Mr. Byrd to the country customer the head of the concern laid it on with a shovel. He said that Jim here was his friend, and the house considered it an honor to entertain him. The country customer sat there feeling sheepish and unworthy, but a good deal puffed up just the same. Then the head of the firm made his escape and the country customer was in the hands of Mr. Byrd.

Mr. Byrd was known in the house as the human expense account. No one ever accused him of being a quitter. He was supposed to be hollow inside. Whenever a friend of the firm showed up, Mr. Byrd was called upon to take charge of him and entertained him to a standstill. The boss was troubled with dyspepsia and conscientious scruples and a growing family and a few other items that prevented him from going out at night with a visiting trade. He had it arranged to give each one of them a choice mess of beautiful language and then pass him along to Mr. Byrd.

Mr. Byrd was a rosy and red headed gentleman, with a slight overhang below the shirt front. He breathed like a rusty valve every time he had to go up a stairway, but he had plenty of endurance of another kind. For years he had been playing his thirst against his appetite and was still a safe bet, whichever way you wanted to place your money. His batting average was about seven nights in the week. He discov-

ered that alcohol was a food long before the medical journals got onto it. Mr. Byrd's chief value to the wholesale house lay in the fact that he could meet all customers and close up half the places in town and then show up next morning with a clean collar and white carnation and send in word to lead out another country customer.

Mr. Byrd's first move was to take Jim to a retreat that was full of statuary and paintings. It was owned by a gray-haired beau named Bob, who was a ringer for, a United States Senator, all except the white coat. Bob wanted to show them a new tall one called Mamie Taylor, and after they had sampled a couple Jim said it was all right, and he believed he would take one. Then he told Bob how much he had taken in the year before and what his fixtures cost him, and if anybody didn't think he was good they could look him up in Dun, that was all. He said he was a gentleman, and that no cheap skate in a plug hat could tell him where to get off. This last remark was intended for an inoffensive person who had slipped in to get a rhine wine and seltzer and was pronging about 40 cents' worth of lunch.

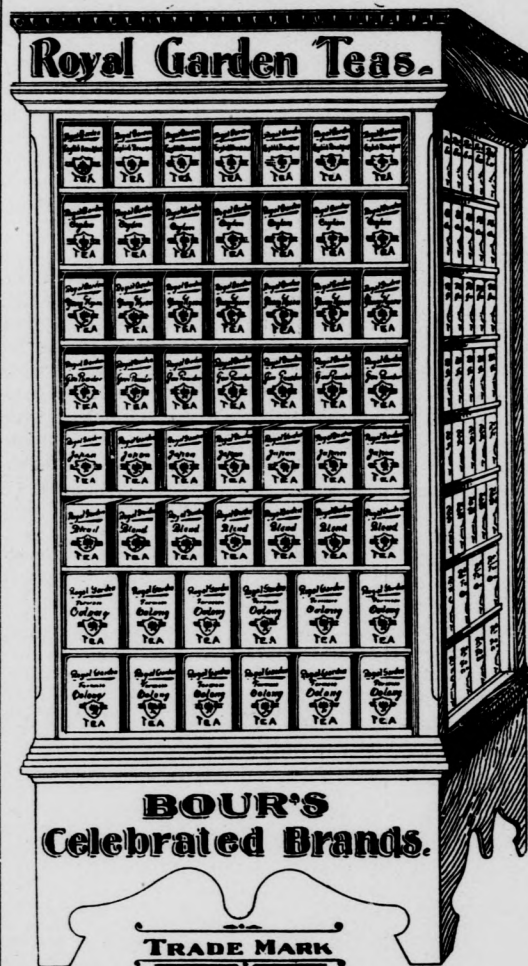
They got around Jim and quieted him, and Mr. Byrd suggested that they go and eat something before they got too busy. The country customer would not leave the art buffet until Bob had promised to come down and visit him some time. When they got into the street again the country customer noticed that all the office buildings were set on the bias, and they were producing a new style of spiral lamp-post.

They dined at a palm garden that had padding under the tablecloth and a Hungarian orchestra in the corner. Mr. Byrd ordered eleven courses, and then asked Jim what kind of wine he usually had with his dinner. This is an awful question to pop to a man who has been on rain water and buttermilk all his life. Jim was not to be fazed. He said he never ordered any particular label for fear people might think he was an agent. That was the best thing Jim said all the evening.

Mr. Byrd told the waiter to stand behind Jim and keep busy. When Jim began to make signs that he could not stand any more, the entertainer told him to inhale it and rub it in his hair.

Along toward dessert Jim was talking in the tone used by Mugsy McGraw when he is coaching the man who is playing off from second. He was telling how much he loved his wife. She would have been pleased to hear it.

Mr. Byrd paid a check that represented one month's board down where Jim lived. They fell into a horseless hansom and went to see the Hity-Tity variety and burlesque aggregation in a new piece entitled "Hooray! Hooray!" Jim sat in a box, for the first time, and wanted to throw money on the stage. The head usher had to come around once in a while to ask him not to let his feet hang over, and to remember that the company could do all the singing without any help from him. Mr. Byrd sat back slightly flushed and watched the country customer make a show of himself. It was an old story to him. He knew that the quiet school trustee kind of a man who goes home at sundown for 364 days in the year, with a morning steak and a roll of reading matter under his arm, is the worst Indian in the world when he does find himself among the tall houses, and gets it up his nose.



Bour's Cabinet of Royal Garden Teas

In pounds, halves and quarters.

JAPAN
B. F. JAPAN
YOUNG HYSON
GUNPOWDER
ENG. BREAKFAST
CEYLON
OOLONG
BLEND

Retailed at 50c, 75c, and \$1 per lb.

The best business proposition ever offered the grocer. Absolutely the choicest teas grown.

Write for particulars.

The J. M. BOUR CO.,
Toledo, Ohio.

New=1901=Teas

The advance shipment of our High Grade



Quakeress

and

Queen

Brands

New

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Teas

Has Just Arrived from Japan

Nothing finer in the tea line ever came to this market.

We talk QUALITY; THAT builds up your Tea trade.

Give us an order. We'll do the rest.

WORDEN GROCER CO., Importers
Grand Rapids, Michigan

He allowed Jim to stand and yell when the chorus struck the grand finale, and a little later on, when they had chartered a low-necked carriage, and Jim wanted to get up and drive he stood for it, although he had to make a pretty talk to a couple of policemen before he landed Jim at the hotel.

If this were a novel there would be a row of stars inserted here.

The sun was high in the heavens when



J. E. TURNER

Who is to address the annual picnic of the Muskegon Grocers and Butchers on the subject of "Grocers and Butchers."

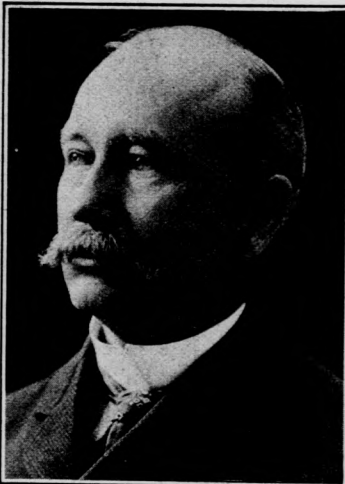
the country customer opened his eyes and tried to remember, and then tried to forget. Some one was sitting at his bedside. It was Mr. Byrd, the long-distance entertainer, looking as sweet and cool as a daisy.

"The dog that you gave to Bob."
"Did we go back there again? I remember the first time."

"Yes; it was in there that you wanted to run a hundred yards with any man present for chalk, money or marbles."

"Where are we now—at the hotel?"
"Yes, and everything is smoothed over. The night clerk has agreed not to swear out a warrant."

Jim did not comprehend, but was



COL. J. R. BENNETT

Who is to address the annual picnic of the Muskegon Grocers and Butchers on the subject of "The Pure Food Laws."

afraid to ask.

"It may be that I was a mite polluted," he suggested.

"You were a teeny bit pickled about 2, when you tried to upset the lunch wagon, but I don't think any one no-

ing that the night traffic makes so much noise on those hard stone pavements, it is almost impossible to get the usual amount of sleep.

The head of the concern put his O. K. on a voucher for \$43.60, and it occurred to him that stereopticon lecturers seemed to be advancing, but he asked no questions.

Ever after that Jim bought all his goods of this one house. He had to.

Moral: Scatter seeds of kindness.
George Ade.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



Their preparations are put up in conformity to the Pure-Food Laws of all the States.

Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality.

In writing your order specify Walter Baker & Co.'s goods. If other goods are substituted please let us know.

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.

Michigan Fire and Marine Insurance Co.

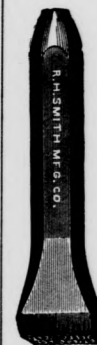
Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
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Rubber and
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Send for Catalogue and see what we offer.

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Detroit, Mich

Judges appointed to act at the Third Picnic of Muskegon Grocers and Butchers.



Capt. H. J. Woods
W. H. Barney

E. L. McDouell
Hon. Lincoln Rodgers

Francis Jiroch

"Before I give you the photograph of myself, which you requested last night, would you care for anything in the way of ice water?" he asked.

Jim did a sincere groan, and said he could use a barrel of it.

"Did I request a photograph?" he asked, as he felt for the boundaries of his head.

"You did," replied the entertainer. "And you gave me your watch as a keepsake. I have brought the watch and all the money you had left after you had bought the dog."

"What dog?"

ticed it," said Mr. Byrd.

"Take me to the noon train," requested the country customer. "Tell the conductor where I live and send me the bills for all that I have broken."

"Everything is settled," responded the entertainer. "But why tear yourself away?"

"I am through," replied Jim, "so, why tarry?"

Mr. Byrd took him to the train and arranged with the porter of the parlor car for a pillow.

When the country customer arrived at home he accounted for the eyes by say-

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Hardware

Advantages and Defects of the Hot Air Furnace.

The improvements in the warm-air furnace for the past twenty years have been wonderful. One of the most noteworthy improvements in furnace construction in the last decade is the splendid quality of iron used in their castings, combined with good workmanship. Although this class of manufacturers is very few in the United States, yet they are the ones that will win out in the end. Another noted improvement is in the grate construction, and in proportioning the grate surface to the radiating surface. The firepot has received marked attention, as well as the combustion chamber.

One of the most neglected points to-day in furnace construction is the proper fitting of joints, door frames, etc.

In the first place, taking it from a sanitary point of view, the steam, or hot water heater, with a direct system, is not to be compared with the warm air furnace. What can be more healthful than a flow of pure, fresh air, properly warmed, with the house well ventilated? In the second place, take either steam or a hot water heater, with an indirect system, it will cost so much that comparatively few can afford to put in a plant of this kind. As for a direct indirect system, I do not consider a success. The combination hot air and hot water, when properly constructed, is proving a decided success, and is growing into favor very fast.

The principal defects of furnaces are there are too many cheap, worthless furnaces on the market. There are a few manufacturers in the United States that take pride in keeping their goods up to a high standard. They employ skilled workmen and pay them good wages. Some of them have been manufacturing furnaces for the past half century, and have built up a reputation, and just so long as they keep their furnaces up to the high standard they have placed them, just so long will they enjoy that reputation. There are furnaces on the market to-day that the iron in the casting would hardly be fit to put in window weights, say nothing about the sand holes, warped plates, ragged edges on flanges of cup joints, etc. You may take twenty different makes of furnaces, set them all up in a row and set a man to putting jackets on them, and how many of them will he find that he can do a satisfactory job on? I will venture to say that at least in fifteen of them he will find the following defects: The base ring will be smaller than the casing rings, or one casing ring will be smaller than the other, or the crab or feed door section does not come out on a line with the base or casing rings, and when he puts the door frame on and screws up the bolts the consequence is there will be a flat front instead of a true circle, as it should be. The next one, perhaps, he will have to take file, hammer and cold chisel, and file flanges and chisel the knobs out of the cup of the firepot, and a hundred and one other little things that could just as well as not, and ought to be, done in the foundry.

One other defect I find in some furnaces of to-day. Where they use a steel radiator with cast top and bottom, is the use of rods to hold the radiator together. These rods expand very easily, causing the cement to crack, and in a very short time there will be a leakage of gas.

I look to see nearly all of the manu-

facturers of first-class furnaces, who have not already done so, to adopt the tubular form of furnace, for I think that it has been demonstrated time and time again by our best heating engineers that air can not be warmed by radiant heat alone. I think that the tubular form of furnace is the best furnace on the market to-day, when it is constructed in the proper manner. Next is the triple radiator form, but the furnace that has more cooling surface on the outside than there is heating surface on the inside, will soon be passed. I look to see marked improvements in the air blast furnaces in the near future, for the economical burning of soft coal. There is not at the present time more than four air-blast furnaces on the market that have their air supply proportioned to their grate surface. This point ought to have more careful attention.

A few words to the manufacturer on the manner that they market their goods. I think that the manufacturer that cares to build up his trade, also cares to uphold his reputation, should employ traveling salesmen that thoroughly understand the heating business in every detail; one that can, if called on, figure on, lay out and proportion a job, so when it is installed it will be a success. There are some manufacturers that manufacture both stoves and furnaces. They, in some cases, employ a first-class stove salesman. They also burden him with the furnace branch of the business. In nine cases out of ten he does not know the first rudiments of the heating business but they give him tables and rules, if he is out in a small town, and his customer asks him to go out with him and figure on a heating job. He will go, look at the house, then take out his little book of tables and rules and say, I think that this furnace will do the work. Perhaps he will sell the job. When it is installed it does not give satisfaction. It would have been better for his customer if he had not made the sale. It would also have been better for his employers; while, on the other hand, if they had a man there that knew the furnace business and gave the customer instructions how to set his furnace, locate registers, proportion hot air pipes, cold air supply, etc., the job would have been a success, and would mean more business for the customer, as well as the manufacturer. To sell stoves it takes a salesman that understands the stove business, but to sell furnaces it takes a man that thoroughly understands the heating business in all of its branches. Therefore, I say that if the manufacturer cares to uphold his reputation in the future he must employ salesmen to sell his stoves and salesmen to sell his furnaces.—S. E. McLaughlin in American Artisan.

The Neglect Cure for Warts.

Warts are curious things. They come and go mysteriously, although their going is frequently marked by exasperating delays, and there are almost as many infallible cures as there are warts, the only trouble with these cures being that they are useless when applied to the particular wart you happen to have. They are only good for other people's. "In my opinion," said a club man, who was discussing the subject with a friend one day, "a wart is merely the outward correspondence of some mental excrescence. Get rid of that, and it goes away."

"Let me give you a bit of my own experience," he continued. "Last year I went to Europe. For about three years I had had a wart on my little finger, on which I had tried everything I could hear of, but without effect. It only grew larger.

"Well, in the excitement of preparing for the trip and of the journey itself, I forgot all about my wart, and when I looked for it, about six weeks later, it had vanished, without leaving the slightest mark. I simply forgot it, and it had no mental condition to feed on. I see you have one on the back of your hand. Forget all about it for a few weeks, and it will go away of itself."

Stories vs. the Real Thing.

"Yes," said a young man, "I've quit, and I want to say that I think these stories of the way men get ahead in the world are all fairy tales. I've tried the methods and know. Only a few days ago I read about Tom L. Johnson making his first big hit with the manager of a street railroad by picking up the scrap iron he found lying around. 'You're the kind of a careful man I want,' said the manager, and he promoted him right away. That was enough for me, so I began picking up things whenever the boss was near."

"What are you doing?" he demanded yesterday.

"There's no use letting these things go to waste, sir," I answered, for that's what Tom Johnson said.

"Of course not," he said, "and we hire men for a dollar a day to do just that class of work. But we can't afford to have clerks wasting their time over it. Hump yourself back into the office now or I'll have you on the pay roll as a day laborer."

"So I quit. Somehow things don't seem to happen in real life the way they do in print."

Nobody so wise but has a little folly to spare.

Summer Resorts

ON THE

G. R. & I.

"The Fishing Line"

The Passenger Department of the Grand Rapids & Indiana Railway has issued a 36-page booklet, entitled "Michigan in Summer," that contains 250 pictures of resorts in Northern Michigan. Interesting information is given about these popular resorts:

Petoskey	Mackinac Island
Bay View	Traverse City
Harbor Springs	Neahawanta
Harbor Point	Omena
Wequetonsing	Northport
Roaring Brook	Northport Point
Emmet Beach	Edgewood
Walloon Lake	and other points

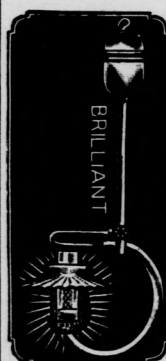
It contains a list of hotels and boarding houses in Northern Michigan, with their rates by the day and week, and passenger fares from the principal points in the Middle West.

This booklet will be sent free

upon request to C. L. LOCKWOOD, General Passenger and Ticket Agent, Grand Rapids, Michigan.

The summer train schedule goes into effect June 30. Time cards and full information regarding connections, the "Northland Express" with cafe car service, will be sent, and assistance given to plan a comfortable trip via the

Grand Rapids & Indiana Railway



100 candle power.

Over 100,000 Brilliant Gasoline Gas Lamps

Sold in the last four years and

Over 50,000 Halo Pressure

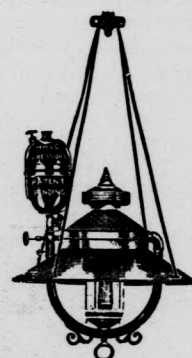
will be sold this year or we'll miss our guess. No trouble to do it—there are no competitors. Our lamps are known world wide and are wanted everywhere for Homes, Stores, Streets, Churches, Schools, Tents, Gardens, Resorts, Mining, Fishing, etc. We make all kinds that are good and permitted by the insurance companies.

Best Gas Light 20 cents a month.

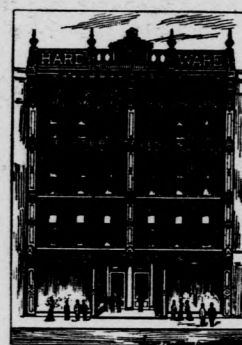
Brilliant Gas Lamp Company,

George Bohner.

42 State Street, Chicago. 2 to 400 candle power.



Storm Lamp, 2 to 400 candle power.



Sporting Goods, Ammunition, Stoves, Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

Window Dressing

Special Reasons Why Simple Trims Should Be Attempted.

As one goes about the streets of any large city, gazing at the window displays at this season of the year, he involuntarily exclaims, "Why is it that merchants will not consider the weather and dress their windows less heavily?" A window crowded full of goods is particularly bad, and if we repeat that saying a hundred times, elaborating on it in every conceivable way, it is only because dealers persist in a very bad style of window decoration. In the summer, of all times, there is reason for showing as few articles as possible. People have not the time or the inclination to stop in the broiling sun to inspect a multitude of articles. They give a quick glance as they pass and a few articles are enough to catch their attention. Some trimmers find it advisable from time to time to dress a window with only one article. The one article is shown in a window otherwise without decoration or the window is trimmed with a variety of artistic accessories, such as drapery, artificial palms or flowers, and one handsome shirt, suit of clothing or other article of merchandise is mounted upon a standard and put in the window with a show card calling attention to the line and the price of the goods. When a merchant knows his trade well enough to know that on a certain day substantially all his business will be on a certain line of goods, he has a special reason for trying this method of display. It must be admitted that it is not possible for some dealers to force business out of season if they expect to make any profit from the business they do, and therefore elaborate displays all the year around are not necessary for them. At a time when the bulk of the season's business has been done and little more is to be expected there is a special reason why a very simple trim should be attempted. One merchant got an idea for such a trim from the sport of archery. He prepared a large bull's-eye by taking a large hoop and mounting it upon legs like an easel. This hoop he covered with a large sheet of cardboard, painted in concentric circles like a bull's-eye. To the center of the eye he attached a new shape of tie, which was stuck fast to the bull's-eye by an arrow driven through both. The bow and quiver were shown at the foot of the easel, and above it was a sign, saying, "Your eye can find no better mark than one of these ties."

* * *

It is not a bad idea to have special covers made for sidewalk cases, as well as for the windows, as very often the heat of the sun or the dust and dirt will inflict injury upon them and their contents. Strips of canvas awning remnants can be cut up either into plain strips of the necessary size or (better still for the square showcases) sewed together into square-topped bags, which can be slipped over the cases. It is advisable to have the name of the store painted upon these coverings, so that they are not entirely useless as advertising mediums. A merchant should calculate upon using every bit of display space open to him, whether it be in his windows, on his showcases or in the columns of his paper. Sometimes these temporary coverings can have attached to them signs painted either upon pasteboard or cloth, which will attract attention to the goods in the store.

Triangular show cards are useful when attached to the window pane up and down the sides of the window casing. A row of them so placed will give much information without unduly obstructing the view of the contents of the window. A very small triangular or wedge shaped card is sometimes used, with the price on it in small figures. It can be slipped into the knot of a bow, the edge of a collar or anything of the sort, and is very useful to denote the price of a small article of haberdashery to which it is desired to call particular attention. —Apparel Gazette.

How to Ascertain the Proper Percentage of Profit.

In estimating the profits that a stock of goods should earn, too little attention is sometimes paid to the cost of carrying on the business.

No matter how small or large a business may be, its success depends on a thorough understanding of the figures. Invoices must be compared with orders and carefully kept, a cost book provided and each item recorded, and every matter of expense be thoroughly guarded against if the business is to be preserved against loss. In figuring cost so as to determine the rate of profit, not a single known or ascertainable item should be omitted. It is generally a good plan for the owner to credit himself with a certain salary each month and to charge the amount against expense or merchandise account. When a credit business is done, a certain percentage should be provided for a loss on bad bills.

In figuring on the rate of profit, it is a common mistake to group all goods under one head and to add a fixed percentage for profit. Under this system, all goods are expected to realize the same percentage even although some are necessarily quick sellers and others comparatively slow. If a certain line is in good demand at a fair price, there is more money in moving it quickly for a reasonable profit than in holding it at a figure which the customers will not feel like paying. Slow selling goods of a staple character can stand a higher percentage of profit and their sale will compensate for the smaller advance over cost made on others. In this way an average rate of profit can be struck, and the result will be more satisfactory than if it had been attempted by fixing a uniform rate on each separate line.

Nevertheless, each line should be made to bear its proper burden of expense. This can be determined by the amount of sales for any previous period and by dividing the different lines into departments. Conditions vary from time to time, and in this case a rule that was formerly correct may not have a proper or profitable application, but by comparing them together and striking an average, it will not be difficult to determine the share of expense which each line should bear, and where this has been done the percentage of profit in each case can be easily ascertained. —Hardware Hints.

Refused \$1,500 For One Log.

Greencastle, Ind., July 27—Near the southern edge of this county is a walnut log for which \$1,500 was recently refused. It was found by a man who was making an excavation in the bank of a creek, and who, realizing partially the value of his discovery, went to the owner of the land and secured possession of the piece of timber for \$75. He dug it out of the sand and clay, and a lumberman who examined it offered the price first mentioned. The owner asked \$1,800. The timber has been covered for possibly centuries, and the wood is as black and hard as mahogany.

GRAND RAPIDS PLASTER CO., Grand Rapids, Mich.

Manufacturers of

Reliable
Economical
Durable

GYPSON WALL PLASTER

It has
no
equal

We make a specialty of mixed cars of Land, Calcined and Wall Plaster, Portland Cement, etc. Write us for booklet and prices.

Perfection Peanut Cabinet and Warmer



The No. 1 Perfection Peanut Cabinet and Warmer is perfect. It will double your sales and treble your profit, as you can buy more at a time for less money without loss on stale nuts. It puts them before the public in a well finished glass case. It warms only such quantity as you wish; it warms them loose or in sacks. 100 pounds of peanuts will make you more money than 5 barrels of sugar. It costs 1 cent per day to run it and it is perfectly safe. It is warranted not to smell or smoke. If not satisfied after 10 days' trial we will refund the money. Price \$5.50 F. O. B. Detroit.

GILLETT NOVELTY CO.

12 AND 14 WEST ATWATER STREET, DETROIT, MICH.

1,000,000 Pounds Standard Binder Twine

Nice and new, which averages 500 feet to the pound, put up in 50-pound flat bales, on hand for quick orders. We handle no twine that has been wet, at any price. Binder Covers and Thresher Covers for sale. Tents for sale and rent.

THE M. I. WILCOX CO.,

210-216 WATER STREET, TOLEDO, OHIO.

New Coffee Roasting Plant

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TRADESMAN COMPANY, Grand Rapids, Mich.

Woman's World

Face to Face With the Old, Old Question.

The room was dark, except for the dim glow of a street light that shone in through the open window. It was that psychological moment when women let down their back hair and get into something loose and tell things, because it is dusk and they feel confidential, that they repent in sackcloth and ashes the next day when it is light.

I could only see the girl's profile, dimly silhouetted against the back of her Morris chair. We were too intimate to feel the need of making conversation with each other and there had been a long silence, broken only by the faint tinkle of ice in our long glasses. Presently the girl began speaking in rather a hesitating tone:

"Jack"—she began.

"Yes?" I enquired, with large encouragement in my voice.

"Wants me to marry him," she went on.

"So I have perceived any time these last two years," I put in. There was another silence that I broke by asking:

"Well, what are you going to do?"

"I don't know," she answered in troubled tones. "You see, it's like this, I like him too well to say 'no,' and not quite well enough to say 'yes.' If matrimony was a four-year contract, I shouldn't mind signing with him for it, but when it comes to letting myself in for a life job I don't feel sure that my affection is equal to the strain."

"It has always seemed a pity to me," I remarked, "that the true test of love comes after marriage, when it's too late to do you any good, instead of before, when you would still have time to crawl away from the altar. It's like eating cucumbers and green apples to see whether they agree with you or not. The information you derive isn't worth the colic it costs. If you can still feel an affection for a man who criticises your housekeeping with a three-days' beard on his face, your love is founded on the rock of ages and nothing can shake it."

"There's the rub," replied the girl: "that's just what I want to know in advance. I like Jack's society in homeopathic doses. Will a taste for it grow on me, like a love of olives, or will too much of it pall on my palate, like too much pudding?"

"Somebody has said," I suggested, "that the real question is not can I live with a man, but can I live without him."

"Oh, that's nonsense," replied the girl with conviction, "one can live with only one eye or one tooth, but it's far better to have the usual number. I've no notion of hobbling through life without a husband just because I can get along without a man attached to me."

There was silence for a moment, and then she remarked:

"Jack's a fine fellow."

I assented.

"And he could give me a good home."

I assented again.

"And he's desperately in love with me"

I agreed again.

"And I am very fond of him, but—"

"But what?" I asked.

"He isn't my ideal," she went on desperately. "He isn't to me what I am to him. I like him. I respect him. I admire every one of his good quali-

ties, but he couldn't thrill me with 3,000,000 volts of electricity.

"Fond as I am of him, I know that when I am with him there is still always something lacking for which my heart thirsts and hungers. There are heights in my nature he will never scale; depths he has no plummet to sound; doors to which he has no key.

"If I marry him I shall never know one pang of jealousy. I shall never have to worry over the state of his affection or grow gray trying to keep young and beautiful for fear I shall lose his love."

"Life on a mill pond," I remarked oracularly, "may not be exciting, but it is safe."

"Ye-e-s," she answered, doubtfully, "but if one misses the rapture of love oneself—if one thirsts for champagne and gets only cambric tea!"

"The French have a proverb," I replied, "that in love one kisses, the other suffers himself to be kissed. The question with you is, shall you kiss or be kissed?"

"Yes," she answered, "Is it better for a woman to love or be loved? Is it

better to be somebody's ideal or marry your own ideal?"

"Ideals," I said, "are like the peaches in a basket under pink mosquito netting. They look so alluring that you spend your last cent in buying them, and then, when you get them home, they are hard and knotty and worm-eaten and you throw them out the back door."

The girl sighed. "Besides," I went on, "if you ask me, I should say that a woman ought never to be more than half as much in love with a man as he is with her, to start on. A man begins married life with a fixed capital of domestic affection, and it is only in exceptional circumstances that he replenishes it. His business, his clubs, his outside interests tend always to draw him away from his wife. Every lover knows the color of his sweetheart's eyes and the gown he likes her best in. By the time a man has been married ten years, he has forgotten whether she has any eyes or not, and the only remarks he makes about her clothes are when the bills come in.

"A woman, on the contrary, is al-

ways adding to her stock of love. Her world narrows down to her husband and home, and almost any man who treats his wife half way decently can count on being loved more than he deserves. There's something of the cat in every woman that makes her snuggle up to a warm hearthstone and purr under any hand that rubs the fur the right way.

"Of course, the ideal is perfect love on both sides, but in a world that is full of misfit hearts, as well as other unequal things, this is seldom attained, and this habit women have of falling in love with anybody who is good to them is nature's way of evening up things.

"A man should always marry the woman he loves and the woman the man who loves her. The man who is always trying to live up to his wife's approval has a beacon before his eyes that leads him into doing the very best that is in him. The woman who is trying to live up to her husband is the most miserable creature on earth, tortured by a thousand jealous fears and envies.

"Believe me, my dear, there is more peace and rest in being the idol before

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor.

whom incense is burned than there is in being the incense burner."

"Then, after all, remarked the girl, 'I may never meet my ideal.'"

"And if you do, you may not be his ideal," I suggested.

"That is true," she agreed, "and Jack is a dear boy, and I am very, very fond of him," and then she added a little wistfully, "but it is hard to make up one's mind to bread and butter when one wants cake, isn't it?"

But I only laughed as I held out my hand in the dark to say good-night. "Cake is mostly indigestible," I said, "and we repent having eaten it when it is too late." Dorothy Dix.

The Universal Discontent and Rebellion Among Women.

While much of the so-called "child study" of the present day may be dismissed as a fad, yet there is no doubt that if intelligently prosecuted it may shed some light on the various sociological problems of the age. One of the most original and successful investigators along this line is Prof. Earl Barnes. While at the head of the department of education in Stanford University he came very near producing an insurrection among California mothers by his striking proof that most children are natural liars. All that kept the walls of the university intact was that each mother believed her own children to be the exception which prove the rule. Two years ago Prof. Barnes went to Cambridge, England, to do some special work and attracted so much attention by his new theories that he was pressed into service by the university and a permanent professorship was offered to him. Among his interesting researches there he had the following question proposed to the boys and girls in the public schools who were about 12 years old:

"Would you rather be a man or a woman when you grow up, and why?"

Of the 302 boys who returned answers only two would be willing to be women—one because "women have much more sense than men," and the other because "the female sex is good without any trouble, but it is hard for the male sex to be good." About 35 per cent. of the girls wanted to be men. The reasons given by both boys and girls showed a pathetic observance of the way in which women are sacrificed in the home and wronged in the labor market. Both agreed that a man's lot is far easier than a woman's. Most of the boys would hate to be a woman "because she has to cook and sew and take care of babies and stay in the house." The girls want to be men because they have watched the mother do these things and have decided that the father has much the best of life. "They pay men better for work." "Women are always cheated out of their money when a relation dies." "A man can have his own way at home and enjoy himself when his work is done and have a holiday on Saturday afternoon and Sunday." "Men can go all over the world, but women have to stay at home." "Men can talk politics and vote." "A man can belong to trades unions and keep his job, because nobody will take it, while plenty of women will take hers. In fact, there are too many women in the world."

These are some of the answers given by those discriminating little creatures. A few of the girls wrote: "I would wish to be a woman because it is God's will." "I would choose to be a woman because nature made me one and we

must be content." "I would rather be a woman because she has feeling for other people and men have just feeling for themselves." "I want to be a woman so as to train my children right. Men just hit them and swear at them and make them worse." "Women have to suffer and be strong and that is a noble lot."

Is there a moral to this story? Does any remedy suggest itself for this discontent among women? Yes. Admitting that by nature woman is unequally handicapped in the struggle for existence, shall this be accepted as a justification for increasing this handicap by every obstacle which custom and prejudice have been able to devise? The dictum of the ages to woman has been to this effect: You are unfitted by nature for many of the vocations of life, therefore it is the duty of man to increase these disadvantages to the utmost possible extent. You are not as strong as he is physically, therefore you must have no opportunity for bodily development by rational dress, by the gymnasium, or by athletic sports. Your brain is not equal to that of a man, therefore you shall not have a chance to develop it by means of an education. You are not competent to follow the manifold occupations of men, therefore you shall not be allowed to prove by actual experiment that perhaps this may be a mistaken estimation. To permit you to hold property and control your wages would bring about social chaos, therefore you never shall have the opportunity to demonstrate the truth or falsity of this belief. You know nothing whatever of the science of government, therefore you shall be kept in ignorance and denied all participation.

Suppose this precise logic should be

applied to the men of our new possessions—by nature you are densely ignorant and you have the instincts of barbarians, therefore God intended that you should remain in that condition and that we should rule over you. What chance would there be for the development of these races? On the contrary, our first move is to establish schools, to place these men in subordinate positions of trust and responsibility as a training for higher ones, and to arouse their ambition by the promise of full power as soon as they are prepared for it. Exactly the opposite method has been employed in the case of women among all of the so-called civilized nations. Every effort has been made to hold them down to the inferior position in which it has been declared that God and nature placed them, instead of offering every possible assistance to enable them to rise above it. Women themselves and the few brave souls among men who have recognized their obligation to one-half of humanity have had to fight for every inch of ground which has been secured. Every gain made has proved the utter fallacy of the objections urged against it, but even this fact does not lessen the opposition to the next step. The right of woman to physical development, the right to the highest education, to choose an occupation, to control wages, to own property, all at length have been conceded. Those contests are ended. Men are no longer vexed by the continual demand for those privileges, and they are pleased with themselves for granting them. Women have taken peaceful and happy possession of this much of the kingdom and they have infringed upon no man's rights by so doing. The battle for a voice and a share in the government is now in progress. It will be fought to a finish and women at last will gain the victory.

What, then, is the remedy for this

universal discontent and rebellion among women? There is but one answer—remove the cause. One would suppose that men would be sick unto death of this never-ending, ever-increasing clamor; that they would be anxious to secure relief for themselves; that for the good of the household and the community they would desire to stop this agitation and have women settle down to the peaceful pursuits of life. There is not a man of intelligence who does not know in his heart that this dissatisfaction and revolt is on the increase; that the ranks of the insurrectionists are being constantly augmented; that the forces are led by the ablest and strongest women, and that surrender on the part of men is merely a question of time. Women are demanding only what is reasonable and just and right—simply fair play. If our advanced civilization stands for anything it stands for this—fair play among nations and among individuals. If our Government means anything it means equality of rights—not merely between man and man, but also between man and woman. The man who is unwilling to grant to every other man, and to all women, the full liberty which he himself enjoys is not entitled to that liberty. Women do not desire to take away from any man one single right which he possesses, they only want individual freedom for themselves. Let the man who denies this sit down in solitude, look himself in the face and search his soul for justification. Cora Stowell.

All Wanted To Be Editor.

"Well," asked the professor, "did you attend our commencement and meet our graduates?"

"No," answered the editor, "I didn't attend, but I've met them all, I guess. How many young men did you graduate this year?"

"Two hundred and twelve," answered the professor.

"Then one of them must be ill," said the editor. "Up to date, two hundred and eleven have been around to strike me for a job."

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TRAVERSE CITY, MICH. June 18, 1901.

Michigan Brick & Tile Machine Co.,

Morenci, Mich.,

Gentlemen—Regarding the Gas Plant you installed in my store building last January, I will say that we are getting very excellent results from it, and have no cause to regret the purchase whatever.

We have about 65 lights in our building, running on an average, say 45. We are lighting our rooms with much less expense than we could by electricity; besides having a very much larger volume of light.

The machine I put in my house in February meets every requirement so far, for cooking, grates as well as lighting.

I have been well satisfied with both plants.

Yours truly,

Dio.

Frank Naughton

Butter and Eggs

Observations by a Gotham Egg Man.

There seems to be a pretty general impression among egg men that the long period of excessive waste in summer egg production has redeemed the egg situation and made a very favorable outlook for the future instead of the most unpromising one formerly indicated by the excessive spring storage of high priced eggs. And, indeed, it must be admitted that the situation of affairs has been considerably improved. Collectors in many sections have been obliged to reduce prices for eggs to such an extremely low point that marketing has been interfered with, farm consumption has undoubtedly increased, and of the eggs collected and packed for general current distribution only a small proportion has shown quality fit for use in any good class of trade. It is also true that these abnormal conditions have made it necessary for Eastern dealers to go to the refrigerators for fine eggs, and to do this current values had to be raised to the point at which reserve stock could be brought out at a profit, at an unusually early date. Furthermore the strengthening of popular sentiment as to the future of the egg market has created more or less speculative demand for fine lines of early packed refrigerators to hold against later requirements and considerable lots have changed hands at prices that would have been out of the question before the hot weather proved to have been so disastrous to current qualities and marketable quantities.

* * *

It is quite possible, however, that the potency of present conditions to fully save the season's operations in storage eggs may be over-estimated.

That the situation is improved there can be no question, but that enough storage eggs will be absorbed during the period when fresh production is abnormally below consumptive needs is certainly questionable in view of the excessive holdings. It is worthy of note that in Boston, where accurate figures of storage holdings are given from week to week, there was no reduction in stock up to July 20, although the rate of increase during the earlier part of the month had fallen to very small figures. Here in New York there is believed to have been some decrease during the past two weeks, but it could hardly have amounted to more than 12,000 to 15,000 cases considering that some eggs have continued to go in also. It is not improbable that there will be some increase in the supply of fresh gathered eggs during August. Country prices have been forced so low that on fairly useful goods there is a pretty good chance of profit and should weather conditions turn fairly favorable we might expect enough fresh stock, attracted by the relatively high values for prime qualities, to lessen the use of storage eggs if not, for a time, check it altogether. But even with a continued moderate summer use of reserve stock it is probable that the fall season will still find the warehouses carrying relatively large supplies, and as fall prices must rule pretty high to unload at profitable

figures consumptive demand may be unfavorably affected.

* * *

It is interesting to speculate upon the condition of affairs had we been free from such excessively unfavorable weather conditions this summer. Reports from many sections indicate a total waste of eggs amounting to some 50 per cent.; and in some Southwestern sections the prices paid for eggs on a loss off basis are said to net the farmers only 2 or 3c per doz. for the total quantity brought in. Such instances may be exceptional, but they indicate the enormous extent of the waste and yet our receipts for July up to this time have been greater than those of last year. This fact, in view of considerable use of refrigerator eggs, might be considered as an indication of unusual summer demand, but it must be remembered that outlet for a large quantity of poor stock has been forced by extremely low prices; there are no evidences that regular trade in the better channels is any better than usual.—N. Y. Produce Review.

Adulterated Flowers Now.

From the Lancet.

Many persons have been rudely shocked to find that a flower for which perhaps they gave a considerable sum and which they took to be genuine proved subsequently to be artificial in every particular. Within our own experience not long ago the attention of a gentleman sitting at dinner was drawn to the fact that his shirt front and coat were gradually being covered with streaks of a brilliant red color. He was wearing a bright carnation in his buttonhole which at quite a short distance, as it appeared subsequently, deceived perfectly. Even the perfume was admired. The "flower" had just been watered to freshen it and it was then seen that on the water drops detaching themselves they were of a brilliant red color while the "carnation" gradually assumed a faint variegated appearance owing to some of the coloring matter being washed out. General incredulity was expressed that, at first sight, the flower could be anything but real. A laboratory examination, however, soon brought the whole truth to light, and the results are remarkable and certainly a credit to the ingenuity of the designer.

There was not the vestige of a carnation about it. The "flower" consisted of slices of turnip neatly cut and dyed with acid magenta; the stems and leaves were of twisted cloth dyed a dark green with chromium; the bloom was a very fine starch powder delicately dusted over the stems and leaves; and the support to the whole clever fabric was a concealed iron wire. Asynthetic amber-colored oil known as "oeillet" completed the deception in giving a perfume wonderfully imitative of the genuine carnation. Altogether we can hardly conceive of a cleverer deceit and it is satisfactory to be able to add that so far as our observations went it is free from positive harm except to wearing apparel.

On carefully searching the various materials for irritating substances and poisonous metals we could not obtain the slightest evidence that such were present. It is clearly possible, however, that the colors used for artificial flowers may contain substances injurious to health—such as for example, arsenic.

Common Purpose.

"Young Smiggins was so troubled about his debts that he joined a don't worry club."

"Yes?"

"And he found its membership made up chiefly of the men he owed."

MOSELEY BROS.

JOBBER OF

CLOVER, TIMOTHY SEEDS

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POTATOES

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LEMONS

26, 28, 30 AND 32 OTTAWA STREET, GRAND RAPIDS, MICH.

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WATERMELONS GEM MELONS

Watermelons received daily. Have car Peaches and car Gems due Wednesday. Send us your orders.

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Stock is fine, in sound condition and good keepers. Price very low. Write or wire for quotations.

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FODDER CORN,
BUCKWHEAT,
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Prices as low as any house in the trade consistent with quality. Orders filled promptly.

ALFRED J. BROWN SEED CO., Seed Growers and Merchants,
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ALL GROCERS

Who desire to give their customers the best vinegar on the market will give them RED STAR BRAND Cider Vinegar. These goods stand for PURITY and are the best on the market. We give a Guarantee Bond to every customer. Your order solicited.

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LEADING PRODUCE HOUSE ON EASTERN MARKET

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BUTTER, EGGS, POULTRY, CALVES, ETC.

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We'll keep you posted. Just drop us a card.

DETROIT, MICH.

BRANCH AT IONIA, MICH.

The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, Aug. 3.—Receipts of coffee continue very large. At the primary point of shipment, Rio, the receipts, combined with those of Santos, aggregated during July the huge total of 1,413,000 bags, against 722,000 bags for the same month last year—almost double. In store and afloat the amount now aggregates 1,295,318 bags, against 664,344 bags at the same time last year. Yet it is said the market is "stronger" owing to a report from Brazil that a short crop might be expected, as the flowering of the trees is very light. Other reports denied this and assert that the chances are excellent for another good crop. Anyway, the business done here was on a moderate scale and buyers are not at all anxious to take on any large amounts. At the close No. 7 was quotable in an invoice way at 5½c. Mild coffees are steady and the amount of business going forward is all that might be expected. Good Cucuta closes at 7¼c. East India sorts are quiet.

The interest of the sugar market has been concentrated on the news of new refineries to be erected. One, the Knickerbocker, will it is thought, have Mr. Ross, of the Ross & Sprague Co., Cleveland, as its President. It will be some time before this mill is turning out its 1,500 barrels per day, but no one doubts its erection and the trust will have another competitor. In actual business there has been little doing and sales have generally been of small lots, as purchasers do not seem inclined to buy ahead of current wants. Quotations are practically unchanged.

It is said that new crop Formosa teas, to arrive via Suez canal, could be bought for 11½c in bond. The general market is dull, the distributing trade being very uninteresting.

Supplies of rice in grocers' hands appear to be light and during the week some very satisfactory orders have come in, both by mail and wire. Head rice ranges from 6¼@6¾c and some sales of the better sort of Patnas have been made at 5¼@5½c. Japan, 4¼@5c.

A fair amount of business has been done during the week in spices and prices are well sustained all around. Singapore pepper is worth 12½@12¾c in an invoice way. West Coast, 12¼@12½c.

While little actual business is being done in molasses and little is being looked for this month, the general feeling among the trade is one of satisfaction and, with stocks running low, a good fall trade is looked for with confidence. A good molasses crop is looked for this year. Good to prime, 17@30c. The demand for syrups is fair, supplies light and prices firm.

The canned goods market is somewhat irregular, but the tendency is upward on almost everything. Orders have been coming in from the West at a great rate. Bids for large lots of corn from the West have been unfilled at 70c. Corn, tomatoes apples and berries are all soaring, but whether the advance will last is to be seen. Apples are worth \$2.75 for N. Y. State gallons; at least, this is the asking price in many instances. In Maine the corn crop is good and the quality excellent—and Maine will lose no time in taking advantage of the fact. Already the range is from 80@85c. Standard peas are worth about 85c, although some lots of desirable goods have been quoted at \$1. Tomatoes, 85c for No. 3 regular New Jersey packing. Baltimore expects to see 90c tomatoes this month.

Prunes and raisins are both attracting more and more attention. The demand

has been fair and prices appear to be well sustained. California and Oregon together, it is estimated, will produce 110,000,000 pounds this year. This with the 50,000,000 or 60,000,000 pounds of old stock on hand would seem to indicate cheap prunes for the masses. Currants are firm.

Fewer orders have come to hand for lemons and prices are somewhat lower than a week ago. Sicily fruit ranges from \$4.50@5.50. Oranges are steady for best grades, California fruit ranging from \$4 through all fractions to \$6. Bananas are enjoying a regular boom and Aspinwalls range from \$1.10@1.20 per bunch; Limons, up to \$1.85.

There is a moderate trade in butter and prices remain firm with a little advance over last week for best Western creamery, which is now worth 20½@21c. The latter, however, is probably outside, and some really good butter can be bought for 20c. Aside from the best grades, there seems to be a very good supply of other sorts and Western imitation creamery is certainly not over 17½c. Factory, 14½@15c½. The export trade, which was thought to be improving, is dull and, in fact, almost nil.

Cheese supplies are moderate and the market generally is in pretty good shape. Fancy full cream, 9¾c.

Best grades of eggs bring 17c for Western and the price is well sustained. Western refrigerator, 14@17c. Regular pack, 10@14c.

The bean market gains in strength every day and Western buyers are much in evidence. Choice marrows, \$2.90@2.95; choice pea, \$2.40@2.45.

The Bath of the Orange.

From the Los Angeles Herald.

Fresh from the tree an orange is still very much alive, with the oil cells expanded and the mystery of growth not yet suspended. Cut off from the sap supply, a change takes place. The skin draws closer to the pulp and gives off moisture that would cause sweating if the fruit were packed at once. But first these dust stained travelers must have a bath.

By the bushel—if only this were the land of the good old bushel basket—the newcomers are dumped into a long, narrow tank of water, at one end of which is a big wheel with a tire of soft bristles. The wheel revolves so that the lower edge works in connection with another set of brushes in a smaller tank below, and the oranges, after bobbing about in the big tank, pass between the wet brushes and come out bright and clean.

This washer is a neat machine and does away with the more primitive yet picturesque method of hand washing.

At some of the smaller packing houses may still be seen groups of women, sometimes white, sometimes brown skinned, each with a tub of water and brush, scrubbing busily away at the yellow piles that never seem to grow less until the last hour of the day.

After their bath the oranges are spread out in the sun to dry on long, slanting racks. At the lower end they roll off into boxes, to be carried away to the warehouse for their rest.

An orange needs a deal of grooming, it would seem, before it is ready for market. The washing was not enough. There must be a brushing, too. And after the days of curing, the oranges are fed into a hopper which drops them single file onto a belt that runs between revolving cylindrical brushes. This for a smooth, shiny look.

The Retort Courteous.

She—Did it ever occur to you what poor talkers the men are?

He—Did you ever consider that it is the women who teach babies to say things?

Pitless Prune Produced.

From the San Francisco Bulletin.

Adding to his already long list of horticultural triumphs, Luther Burbank, of Santa Rosa, has produced a prune without a pit. Years of experiment, years of hard, patient work on the part of the Santa Rosa wizard were required to perfect this latest marvel. The hybrid is understood to be a cross between a plum and a prune.

This discovery will create a sensation among fruit driers and fruit producers the world over. The pit of the ordinary prune has been a great drawback to the popular consumption of the delicious fruit. Burbank's creation has no pit, but a tiny seed that is edible and in no way requires removal.

The Rub.

She—I'm sure, Mr. Goodby, there are many girls who can make you far happier than I could.

He (dolefully)—That's the trouble; they could—but they won't.

Geo. H. Reifsnider & Co.

Commission Merchants

and Wholesale Dealers in

Fancy Creamery Butter, Eggs, Cheese

321 Greenwich Street, New York

References: Irving National Bank of New York and Michigan Tradesman.

Established 1876.

H. F. ROSE & CO.,

Phones 504.

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Commission Merchants

AND

Wholesale Dealers in Foreign and Domestic Fruits and Country Produce

We solicit consignments of Fruits, Butter, Eggs and all Country Produce.

References: Preston's National Bank, Mercantile Agencies.

J. B. HAMMER & CO.

WHOLESALE

FRUIT AND PRODUCE DEALERS

Specialties: Potatoes, Apples, Onions, Cabbage, Melons, Oranges in car lots. Write or wire for prices.

119 E. FRONT ST.,

CINCINNATI, OHIO

Butter and Eggs Wanted

Write for Cash Prices to

R. Hirt, Jr.,

34 and 36 Market Street, Detroit, Mich.

References: City Savings Bank and Commercial Agencies.

F. P. REYNOLDS & CO.

Dealers in Foreign and Domestic

FRUITS

Berries, Early Vegetables, Cranberries, Sweet Potatoes, etc. Send for quotations.

12-14-16-18 Woodbridge Street West, 40-42 Griswold Street, DETROIT, MICH.

L. O. SNEDECOR

Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK. NEW YORK

Start in with us now.

You will find a friend you can stick to during hot weather.

All sales case count.

Clerks' Corner.

Why Frank Martin Wasn't Taken Into the Firm.

Written for the Tradesman.

"I like these stories where the end-up for the clerk is a partnership in the house employing him. It is always so true to life. To all intents and purposes the leading idea of business firms is to find partners and after a year or two of close watching out of the corner of their eyes, they surprise the favored clerk some Saturday night by telling him that when he comes in the next Monday morning he's to come into the office and hang his coat and hat on the new peg he'll find waiting for him and his name will be added to the firm. There are any number of such cases happening every day, you know. I don't believe I should have come out of the heated spell alive if it hadn't been with the cooling thought that one of these days during the next twenty-five years I shall have Barnaby say to me in an undertone when he hands me my little manila envelope, 'please come around into the office for a moment, Mr. Martin, I want to have a little talk with you.'

"I go in, wondering what in thunder! and Mr. Barnaby will take me by the hand, ask me to be seated and all that, and then after clearing his throat—it you'll notice they all have to clear their throats—he will remark that some changes have been contemplated for some time by the house that will call for another man and, after carefully considering the matter, they have come to the conclusion unanimously that I am the best man for them and they have decided to offer me the position. Then I shall be overcome with wonder and astonishment and turn red and stick my shoe toes into that big hole in the carpet by Barnaby's chair and try to say something and can't, I'm so overwhelmed with gratitude, you know, and at last shall blurt out that I thank them very much indeed and will try my best to make them glad they ever thought of me for a partner. Yes, I say I like such stories. It gives a 'feller' a chance to fancy how it would seem to be appreciated just for once as he knows he ought to be. Good gracious! there comes old pinch penny's wife as I'm a sinner and steering straight for me. She'll make me mad clear through ten times before she finds what she guesses she wants and sixteen times afterwards; and the joke of it is she doesn't know I'm even ruffled. Good morning! Good morning, Mrs. Davids! You've brought the sunshine in with you to-day surely enough! What shall I have the pleasure of showing you?"

"O, anything. I'm not buying to-day—just shopping!"

"The very lady I've been waiting for. Here's a piece of goods, fresh from the box, and I hope you'll believe me for I put it up here with the one idea of giving you the first look at it. Your friend, Mrs. Roberts, is on the lookout for just this kind of goods, but I fancied it would suit your style and complexion better. There. What do you say to that?"

"Horrid! I should look like a guy in it and so would Mrs. Roberts. By all means let her have it. I think I'd pay for the goods if she'd wear it. Is that all you have that's worth looking at?"

That question young Martin did not hear. He was too interested in arranging the sheeny stuff into the airiest,

flossiest folds whose delicate tint he knew was very becoming to the smart young woman opposite him, whose hair, a golden brown, needed just that color and just that material to make its wearer the queen of the throng wherever she was. "I think you're right. Mrs. Roberts couldn't stand that delicate tint. It needs a neck and shoulders like porcelain and hair that somebody calls a golden mesh to entrap the hearts of men! I don't know but one woman in Denver who could wear it."

"And who is she? may I ask?"

"Mrs. Boxby."

A little rippling, musical laugh, full of the heartiest enjoyment, set everybody laughing, too, within sound of it, for both customer and clerk knew that Mrs. Boxby in that particular piece of merchandise would be, if that were possible, a little more than ever the dowdy. The remark had the intended effect of bringing Mrs. Davids' attention to the beauty of the goods and the result was that the customer made the purchase.

The young fellow gave an exultant chuckle as his customer departed, as he had a right to do; but it was a mere matter of business, a thing that happened many times every day and passed out of his mind as the talk of the morning had. The head of the department, however, thought enough of the matter to make a note of it and later in the day in that same book of his he made another item under the head of "clerk talk." This was the talk:

"You don't seem to do anything the rest of us do. If I ask you to have a cigar you stick up your nose. Hot as the weather has been you refuse to look upon the beer when it is brown and I should like to know what the matter is with you."

"Nixy. Smoking makes me sick and when the week is ended I have \$2.10 to look at instead of some cigar ashes and twenty-one cigar stumps. I don't like the smell of tobacco and so I'm clear of that vileness. So far as beer is concerned I have a number of things to say about it. It's a coarse, low-down sort of drink anyway. It seems cheap but it isn't, and the bit of coolness a fellow gets from the foam-settlings he can get from a bit of ice that doesn't cost anything. It's only a glass of beer and it's only five cents but, somehow, the amount that I don't spend for beer, small as it is, gives me a good deal more comfort in my pocket than its equivalent does in my stomach. You'll laugh; but an occasional glass of buttermilk cools me off quicker than so much beer does; it doesn't take away an atom of my self-respect—laugh again!—and it never takes me into questionable surroundings. I'm a better fellow all around by letting the stuff alone and have a better reason to think well of myself on account of it. I don't see any fun, boys, in earning money just for the sake of keeping the saloon and the cigar stand agoing and so I let 'em alone."

"Yes, but what you save in that way, you throw away in another. You cheat your stomach and put it all on your back."

"O, do I! Let's see about that. Lawton says that because I asked him if he was going in for some of the fine underwear to be got now at cut rates because the season is over. Good underwear is the only kind worth buying. This is the third season I've worn what I have on and he knows the stuff he buys lasts hardly one and it gives a fellow the jim jams to put it on. Now if I can get a good garment at a reduced rate I can

afford to do so and so can anybody. I have on a pair of shoes that cost me six dollars. He has on a pair that cost two and a half. That is his second pair this season. This is the second season for my one pair. At the end of two seasons my shoe bill is \$6 and his \$10."

Well, it so happened after a time that Frank Martin went to the window for his manila envelope and Mr. Barnaby did say in an undertone, "Please come into the office for a moment, Mr. Martin, I want a little talk with you," and Mr. Martin, wondering what in thunder! did go in and Mr. Barnaby in the name of the firm did ask him to become a partner just as the young fellow said he would and when to that gentleman's astonishment the young man looked down a moment and then looked up, if you'll believe it, he politely and firmly refused with thanks; and when the astonished

house begged permission to ask why, the bright, clean, whole-souled young man they were all proud of answered "Because, gentlemen, I am going into business for myself."

Richard Malcolm Strong.

Referred to the Reader.

An unidentified exchange perpetrates the following:

The shirt waist man and the pouch waist girl go hand in hand to-day, and the people year after year keep on throwing their clothes away. The coat and vest are laid aside and where is the fleecy shawl? And clothes get thinner and fewer—what will be the end of it all? O, what will the shirt waist man take next from the things that he has to wear? And what will the net or pouch waist girl throw off from the shoulders now so bare? The shirt waist man and the net waist girl go rollicking down their way. Have we started a trend that is going to end in the old figleaf some day?

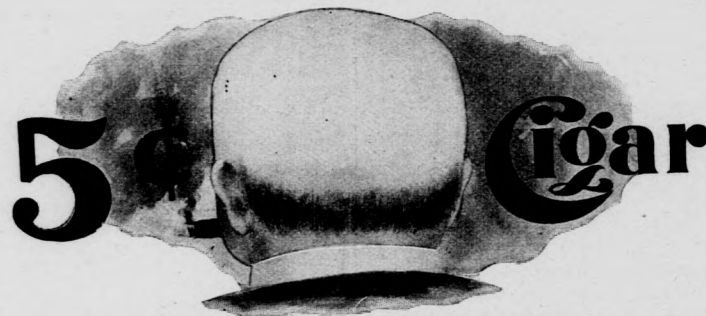
WORLD'S BEST

S.C.W.

5c. CIGAR. ALL JOBBERS and
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN.

AMERICAN CIGAR FACTORY

Benton Harbor, Michigan
M. A. PRICE & CO., Proprietors



Oh! where have I seen that face before?
In Nearly All the Leading Stores.

A Trade Maker

Fanny Davenport

5c Cigar

Trade Supplied By:

B. J. Reynolds, Grand Rapids, Michigan.
Phipps, Penoyer & Co., Saginaw, Michigan.
Moreland Bros. & Crane, Adrian, Michigan.

Commercial Travelers

Michigan Knights of the Grip

President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

United Commercial Travelers of Michigan

Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

Grand Rapids Council No. 131, U. C. T.

Senior Counselor, W. R. COMPTON; Secretary-Treasurer, L. F. Baker.

Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids;
Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Gripsack Brigade.

Hub Baker (Clark-Jewell-Wells Co.) is not entering any foot races or pedestrian contests this week, being deterred from doing so by a sudden attack of rheumatism in his left shank.

Franklin Pierce (Standard Oil Co.) took a week off last week and visited the immense refining establishment of the Standard Oil Co. at Whiting, Ind. He was accompanied by his wife, who appeared to enjoy the knowledge gained quite as much as her husband.

"Do you know I am an admirer of the commercial traveler of to-day," spoke a prominent merchant the other day. "He is the very essence of push and enterprise. He comes to me with a happy face and glad hand. He brings good stories to amuse me and a fund of knowledge regarding each and every market which is not alone surprising but interesting and valuable. He feels just as much at home in a town of 100 people as he does in a city of 20,000, and that spirit of cheer and contentment which he carries in stock has drawn me closer to him. I like the drummer and do all I can to encourage him. The man who calls on me soliciting trade is the one who gets the business. He has every shade and discount in price which the market will stand and his schemes are better than I could do in his own house. Fact is, the drummer fills me with ideas of enterprise and I believe that it is through his views being put to practical use that the country merchant sells thousands of dollars worth of goods which otherwise would not be sold on the market. Let the traveling man continue to be honest and worthy and his confidence will never be misplaced among the merchants. I will always have a kind word to say of the traveling man, for I like him, and if possible, would encourage every house who wishes to do business to extend territory and place more men on the road. The man on the road always deserves my orders, and those who come after the business get it. I always will save orders for the traveling man and feel that every merchant should do likewise. It is a mutual good, but the predominance of benefit is always on the merchant's side, for we absorb every idea which the drummer gives out of his large business knowledge accumulated in experience's true school."

Three New Members—Another Picnic to Be Held.

Grand Rapids, Aug. 6—Grand Rapids Council, No. 131, United Commercial Travelers, played ball Saturday afternoon at the ball grounds at the end of Division street car line. C. P. Reynolds captured one nine, which proved the winners, and Franklin Pierce went down in defeat with the opposing nine, the score being 15 to 7 in favor of Reynolds' team. Charlie is a pretty hard man to down, but Frank says to watch close for the next game, for something is going to drop down hard.

Saturday evening, at the regular meeting of the Council, the following candidates were initiated into the fold of the best order in the world:

Milton H. Gunn (Clark-Jewell-Wells Co.).
Walter L. Lawton (Dr. Miles Medicine Co.).

Otto A. Krause (Hirth, Krause & Co.).
The picnic at North Park in July proved such a very enjoyable family gathering that it was decided to hold another one in August, and the following committee was appointed: S. H. Simmons, B. J. Launiere and J. C. Emery. We will try and announce next week when and at what place the picnic will be held.

JaDee.

Hides, Pelts, Tallow and Wool.

The hide market does not fluctuate much, holding steadily at the decline. The market is well cleaned up and there is a good demand for all offerings. The quality is good and stock is wanted, but there is a limit to price tanners will pay. No advance is looked for.

Pelts are in good demand and there is no accumulation. Prices are low, in sympathy with wool.

Tallow moved more freely, but at no advance. Stocks are ample for present use.

Wool is selling at old prices very freely. Mills are running full and overtime, consuming large quantities of wool, of which there is a supply equal to all wants. Prices do not advance. Margins are small for handling and all are busy. Our markets are below the foreign, just enough to prevent imports to any extent. Foreign supplies are large, however, and ready to come forward on any advance that may be had above to-day's prices. This has resulted in much of the holdings in the country going forward on sale or consignment. There are large holdings still in Michigan awaiting the future. Time alone can solve the question of profit in holding. The wool will be wanted, and it is low in value. Wm. T. Hess.

Making His Pile.

"Early and late he is working—
Says that's his natural style;
He wasn't cut out right for shrinking,
And they say he is making his pile."

"Married, of course," I suggested,
"With babies to climb on his knee?"
No; too many dollars invested—
He's never had leisure, you see."

"No hand for sports—Isn't active;
And ask him to go to the play.
And he'll say it's mighty attractive—
He'd be glad to—on some other day."

"And suppose you suggest that he's losing
The joys that make life worth while;
He declares your ideas are amusing
And asks: 'Ain't I making my pile?'"

"No wife to dispute my dominion,
No children to go to the bad;
Give me cash, in my humble opinion,
The best friend a man ever had."

"If you speak of the pleasures of giving,
He puts on a cynical smile,
And remarks that 'you'll learn more by living.'
Poor fool—but he's making his pile."
—Frank Putnam.

Where Ice Cream is Not a Luxury.

Newport is the millionaires' playground, the aggregate of the wealth of the summer colonists amounting to over a billion dollars. Thus, in July and August, Newport is the richest town in America. Six hundred thousand dollars is spent in the town itself, among the merchants, during the season, and the town has more banks than any other place of its size in New England. Not more than a thousand persons make up the personnel of this stately colony—and 2,000 servants. A small boy recently summed up Newport in these words: "They eat ice cream three times a day."

If all the men who expect to go to Heaven do go, it will be a mighty depressing place for some of us who slip in accidentally.

FAILED TO PAY.

Balloon Ascension Did Not Bring Increased Trade.

The last issue of the Nashville News contained the following reference to a stroke of enterprise on the part of the merchants of that town which culminated last Saturday:

The merchants of the village have made up a purse and will have a balloon ascension in the village on Saturday afternoon of this week. The ascension will be made by Prof. B. McLellan, one of the most successful aeronauts in Michigan, and that it will be a success is assured. There will be a new feature connected with the ascension, which has never before been seen here. When the balloon has reached the limit of its flight, the aeronaut will discharge a huge torpedo, which he carries up with him. The effect of the torpedo explosion is to blow the aeronaut and his parachute from the balloon, and the usual parachute drop follows. It will be a sight well worth seeing, and should attract a large crowd.

For the purpose of ascertaining whether the ends justified the means, the Tradesman addressed the following letter to sixteen of the leading merchants of the town:

We note that the merchants of Nashville raised a fund last week for the purpose of securing the services of an aeronaut to give a balloon ascension and beg leave to enquire, for publication, if you consider the investment a good one? In other words, did you receive enough extra trade to justify you in contributing to the fund or do you think that the permanent advantage to Nashville is a sufficient compensation for the investment?

The replies received to the letter up to the hour of going to press are as follows:

O. M. McLaughlin (clothing): In answer to yours concerning our balloon ascension, would say that trade was not materially increased, but I think that possibly such events tend to make this a popular trading point.

Glenn H. Young & Co. (hardware): We are in receipt of yours of Aug. 5 and, in answer to your enquiry, would say that it has been a question in our minds for some time as to whether such events pay or not, for in our business we think that we do not have any better, if we do as good, a trade on such days of attraction as other days; but, on the whole, we think that it keeps us before the people and helps them to form the habit of coming to Nashville and perhaps in that way it may do some good.

H. Roe & Son (meats): We can not see as the balloon ascension which occurred here last Saturday was of any benefit whatever to the merchants, for the extra people who come into town on such a day are here mostly for sightseeing and do not come to trade.

W. H. Kleinhans (dry goods and shoes): In reply, would say that I think it did not pay.

Frank J. Brattin (hardware): So far as my trade was concerned last Saturday when the balloon ascension was made, it was very light and I heard one other hardware dealer say that his trade was light. There was a large crowd in town, but what trading was done seemed to be mostly groceries and meat. I am sure I did not receive enough extra trade to justify me in contributing to the fund. Neither do I think it was any advantage to the town in any way.

H. C. Glasner (general merchandise): I was not in business last Saturday, but, judging from the number of people here, it seems to me that it would be all O. K. I will begin business Aug. 7.

in a new store which I have just completed.

C. L. Glasgow (hardware): Replying to your favor regarding the merchants here raising a fund for a balloon ascension, will say that the fund was not raised by the merchants here, but from them by a lady in the interests of the balloonist. She came here several days previous to the date of the ascension and secured pledges of \$1 from each business place so far as possible. Just how much she secured I am unable to learn, but she asked on the start for \$35. The ascension, made by a local man hired by her, was a success and every one who witnessed it seemed pleased. It took place at 4:30 p. m. and attracted a fair crowd—no larger than is here on many Saturdays—but not knowing when the ascension would take place came earlier in the afternoon. Earlier in the season we had a farmers' picnic and a balloon ascension and following for several Saturdays entertainments of different character. As to the benefits to be derived, it is not an easy question to answer. We found before the series of entertainments were over that they seemed to have lost their drawing power, as not many left their trading places to witness them. As regards the results from the recent ascension I think it would have been nearly impossible to have enticed a committee of business men to have attempted raising the fund and it was only accomplished because the amount asked was so small that while each business man seriously questioned the result he gave the \$1 rather than be among the ones who were not willing to take the chance of its doing the town some good. We noticed the people were continually on the move watching, for fear they should not see it and were thus uneasy and not settled down to trading. It brought few new faces to town. In my personal opinion it is like advertising in the dull seasons. It pays to keep before the public, even if you do not expect immediate results.

A drapery store in a Connecticut town is conducted by three men named England, Ireland and Scotland. They met for the first time in America. Scotland married England's sister and Ireland is engaged to another sister. The son of the first union is called Ireland England Scotland.

Reserved for the Boys

In view of the congested condition of the Petoskey hotels during the summer season, I have added thirty-five rooms to the

Imperial Hotel

which I have set apart for the use of the commercial trade at \$2 per day, although my regular transient rate is \$2.50 to \$4. I believe this arrangement will meet the approval and hearty patronage of the boys.

W. E. H. MARSH, Petoskey, Mich.
Proprietor Imperial Hotel.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.
A. B. GARDNER, Manager.

Whiskey, Morphine and Tobacco Habits

Positively Cured

Full particulars and prices for the asking.
Patterson Home Sanitarium, 316 E. Bridge St.
Phone 1291 Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

L. E. REYNOLDS, St. Joseph - Term expires Dec. 31, 1901
HENRY HEIM, Saginaw - Dec. 31, 1902
WIRT P. DOTY, Detroit - Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Sault Ste. Marie, August 28 and 29.
Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.
Secretary—J. W. SEELEY, Detroit.
Treasurer—W. K. SCHMIDT, Grand Rapids.

Two Kinds of Druggists and the Outcome.

These words are accredited to an ancient ruler, philosopher, moralist, and man of the world. He had a wide range of experience, a profound insight into human character, and formulated a code of ethics which has not been equaled in any later period. We are not unmindful of the fact that there is a surface cynicism widely prevalent which puts aside sentiments such as this and assumes that there is but one standard by which success may be measured in any sphere of human effort, and that but one object need be held before the mind's eye in order to meet all the conditions necessary to a prosperous career. So firmly has this taken hold upon the thoughts of many men that to attempt to controvert it places one in the position of being laughed at for his pains. It has grown into a habit to make light of the substantial; to say that the common things bring success; that the people love to be humbugged and deceived; that in order to succeed one's standards must not be too high; that you must seek to pander to the selfish interests of men if you would win their support, no matter what sacrifice of principle must be made.

In support of this theory incidents are given of temporary success, and experiences are related of how adherence to the higher motives has ended in disappointment and failure. But the objection to conclusions drawn from such experience is that they have been taken at too short range. Who are the men, after all, who have reached middle life and are known as the successful men, those whose integrity in the commercial and social world is established and who are men of influence and character in their respective communities? Invariably they will be found to be those who have not only served a toilsome apprenticeship in the ascending steps of their chosen occupations, but whose entire business careers have been characterized by dealing honorably and squarely with their fellows, even when such a course has not at the time appeared to be in their own interests.

Once upon a time, in a certain large town, were two drug stores located within a half block of each other on the principal business street. Their capital and financial resources were about equal. For several years it was a "neck and neck" race between them as to which did the larger business. One kept open all day Sunday and each night until 11 o'clock. The other closed from Saturday night until Monday morning and each evening at 9 o'clock. The one was ostentatious, if not "loud," the other conservative, if not plain. The motto of one was, "Make money off your enemies if you can, off your friends if you must, but make money;" that of the other, "Do a square business, keep only first-class goods, give every cus-

tomers, as nearly as possible, the worth of his money, sell nothing poor or cheap, and get an honest profit on every sale." Thirty years passed. The man who was continually "doing" his patrons when opportunity offered is long since out of business without means and minus the respect or confidence of his associates or neighbors. The other establishment is doing a larger business than ever, the older members having retired with a competence, and their successors are conducting the store in the same location upon the same general business principles which characterized it for more than a generation. "Which wins?" The one flourished like a gourd vine, the other stands like an oak in the forest.

Clerk's Views as to How Customers Should Be Treated.

A clerk, to meet favor from his employer, must hold the old customers of the store and seek to make as many new ones as possible. In order to do this he must treat all customers with due consideration and try to study their different peculiarities, ever being mindful of the fact that nature does not endow all persons with the same qualities. Your workingman customer of perhaps little education must be treated with the same thoughtfulness as your customer of more polished manners. Remember that the money of the former is just as good as that of the latter. The workingman may come into the store, buy an article, and then discuss one of his hobbies; this may not seem worthy of your attention, but do not snub him and cut him short just because you have a little more education than he. Have patience with him, converse with him pleasantly according to his ideas, thereby gaining his favor and also holding him as a customer.

Another class of customers with whom the clerk must have a good deal of patience are the women who literally have to be treated "with kid gloves on." One of these comes into the store, asks for an article in the household line, such as an atomizer or syringe, and when she buys it it must be perfect. The writer recently waited on one of these, who was a very good customer of the store. She wanted to purchase an atomizer, so one was shown her, but she thought the stopper did not fit exactly right. Another was shown her, but according to her idea the bulb did not seem strong enough. Several more of the same kind were laid on the counter before her and she inspected them very closely. In the meantime three or four customers came in, and each time the writer was told to wait on them as she had plenty of time. Finally she found three different good parts on as many atomizers and wanted to know if these parts could be taken off and put together to make one good atomizer. This was done to her satisfaction and she left the store with her purchase. Had she been treated with curtness or in a disagreeable manner she might have become offended and never entered the store again.

Then there are the children customers of the store who demand a part of the clerk's attention and no little of his patience. Treat them with due courtesy in the same manner as you would their elders. Should they do some little thing in the store not altogether to your liking do not yell at them in a harsh manner as though they were heathens, but try to correct them in a polite way. A good many children are very sensitive, and the impression made on their minds by

a clerk's treatment of them goes a long way toward the success or non-success of a store.

There are a hundred and one ways in which the patience of the drug clerk is tried, and one must cope with them in the best manner possible in these modern times of competition or else go under. It pays to be patient with all the customers of the store, for hardly any person cares to enter a second time where they expect to meet a surly and impatient drug clerk. Therefore be patient as you can with your customers, for he who possesses a great amount of patience has a good deal to place on the credit side of his reputation as a drug clerk.

A great deal may be said as to the best methods of becoming a successful drug clerk and pharmacist; and the means to which one must resort to make his calling a success are both numerous and varied. But there is one thing which is apt to be overlooked by the majority of druggists and clerks of today, and that is tact in dealing with customers. The majority of the successful druggists owe their success almost entirely to the wonderful amount of tact they display in handling trade. A clerk must treat all customers with due consideration and courtesy.

A man who brings a prescription to a drug store is either ill himself, or some of his friends are ill, which circumstance renders him irritable and often unreasonable; and in dealing with such a person the clerk's patience is often put to a severe test. He will fret and fume and hurry the clerk, which will tend to make the latter speak his mind too freely, and words are apt to follow which might result in the loss of that customer. Not so with the careful clerk, however, who has made it his business to cultivate tact. He will at once see that the controversy with a customer may be a question of dollars and cents to him, and he will control himself and trust to his tact to get him out of any difficulty which may arise. Many druggists might take an independent stand and assert that they didn't want such a man's trade. Now that is a great mistake, a mistake which a careful person never makes. The man who has made a fortune with the mortar and pestle and is about to retire might be excused for airing his independence in such a manner, but hardly the poor clerk or pharmacist who is struggling for success in his calling.

No one engaged in the drug business can afford to lose a single customer, for by so doing he is foolishly turning trade over to some rival druggist; and then, again, one customer may be the cause of influencing many others to trade where he trades, and in the end the independent druggist who "didn't want that man's trade" may become doubly and trebly the loser.—Albert R. Harrer in Pharmaceutical Era.

Good Diarrhea Mixture.

Tincture of opium deodorized, 1 ounce.
Tincture of rhubarb, 1 ounce.
Tincture of lavender comp., 1 ounce.
Tincture of capsicum, 2 drachms.
Tincture of camphor, 2 drachms.
Chloroform, 2 drachms.
Oil of cinnamon, ½ drachm.
Oil of peppermint ½ drachm.
Brandy, 4 ounces.

Take one-half to one teaspoonful at a dose. Repeat in two or three hours, if necessary.

This is an old formula somewhat changed, but it is one of the best combinations known.

The Drug Market.

Opium—Is dull and unchanged.
Morphine—Is in good demand and prices are steady.

Quinine—Has declined 2c. This reduction was expected on account of lower prices for bark at the last Amsterdam sale.

Menthol—Is in good demand and getting scarce. Prices have consequently advanced.

Bay Rum—Owing to the removal of the duty, Puerto Rico has declined. Other imports are unchanged.

Oil Pennyroyal—The demand is large at this season and prices have advanced.

Oil Peppermint—There is a large demand for export and the price has advanced 5c per lb.

Oil Wormwood—Is very scarce and has advanced.

Women Would Know.

Knapp—I see a great statistician says that considerably more than half the population of the world is feminine.

Snapp—Ridiculous! If that were so how would he account for the fact that "one-half of the world doesn't know how the other half lives?"

FREE

Consultation, Examination

You are under no obligation to continue treatment. Dr. Rankin has been established in the same office ten years and his practice is sufficient evidence of his skill.

Catarrh, Head and Throat

Is the voice husky?
Do you ache all over?
Is the nose stopped up?
Do you snore at night?
Does the nose bleed easily?
Is this worse toward night?
Does the nose itch and burn?
Is there pain in front of head?
Is there pain across the eyes?
Is your sense of smell leaving?
Is the throat dry in the morning?
Are you losing your sense of taste?
Do you sleep with the mouth open?
Have you a pain behind breast bone?
Does the nose stop up toward night?

Go or write to

DR. C. E. RANKIN,
Powers' Opera House Block
Grand Rapids, Michigan

Graduate of University of Michigan and Illinois
School of Electro-Therapeutics

Mail Treatment

Dr. Rankin's system of "Home Treatment" is well known and highly efficient. Send for free symptom blank.

Window Shade

Headquarters

Send us your orders. Large stock on hand. Special sized shades our specialty. Orders filled same day received. Write for Price List and Samples.

Heystek & Canfield Co.
Grand Rapids, Mich.

Fred Brundage Wholesale Druggist

32 and 34 Western Avenue
Muskegon, Mich.

School Supplies and Stationery

Complete lines now ready. Wait for our travelers. You will not be disappointed.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Quinine.

Acidum		Conium Mac.		Sella Co.	
Aceticum, German.	60¢ 8	Copaiba	1 15¢ 25	Tolutan	50
Benzoleum, German.	70¢ 75	Cubebe	1 50¢ 1 60	Prunus virg.	50
Boric acid	40¢ 42	Erigeron	1 10¢ 20	Tinctures	
Carbonic	30¢ 42	Gaultheria	1 85¢ 1 90	Aconitum Napellis R	60
Citricum	47¢ 55	Geranium, ounce	60	Aconitum Napellis F	50
Hydrochloric	30¢ 5	Gossypii, Sem. gal.	50¢ 60	Aloes	50
Nitrosum	8¢ 10	Hedeoma	1 60¢ 1 75	Aloes and Myrrh	50
Oxalicum	12¢ 14	Junipera	1 50¢ 2 00	Arnica	50
Phosphoric, dil.	15¢ 15	Lavandula	90¢ 2 00	Assafetida	50
Salicylicum	52¢ 55	Limonia	1 30¢ 1 40	Auranti Cortex	50
Sulphuric	13¢ 25	Mentha Piper.	1 60¢ 2 00	Benzoin	50
Tannic	1 10¢ 1 20	Mentha Verid.	1 50¢ 1 60	Benzoin Co.	50
Tartaric	38¢ 40	Morruha, gal.	1 10¢ 1 20	Barosma	50
Ammonia		Myrra	4 00¢ 4 50	Cantharides	50
Aqua, 16 deg.	4¢ 6	Olive	75¢ 3 00	Capsicum	50
Aqua, 20 deg.	6¢ 8	Pleis Liquida	10¢ 12	Cardamon	50
Carbonas	13¢ 15	Pleis Liquida, gal.	35	Cardamon Co.	50
Chloridum	12¢ 14	Rheina	96¢ 1 02	Catechu	50
Aniline		Rosmarini	60¢ 60	Cinchona	50
Black	2 00¢ 2 25	Rose, ounce	6 00¢ 6 50	Cinchona Co.	50
Brown	80¢ 1 00	Saccharin	40¢ 45	Columba	50
Red	45¢ 50	Sabina	90¢ 1 00	Cubeba	50
Yellow	2 50¢ 3 00	Santal	2 75¢ 7 00	Cassia Acutifol	50
Baccae		Sassafras	55¢ 60	Cassia Acutifol Co.	50
Cubebe, po. 25	22¢ 24	Sinapis, ess., ounce	60	Digitalis	50
Juniperus	6¢ 8	Thyme	40¢ 50	Ergot	50
Xanthoxylum	1 70¢ 1 75	Thyme, opt.	1 60	Ferril Chloridum	50
Balsamum		Theobromas	15¢ 20	Gentian	50
Copaiba	50¢ 55	Potassium		Gentian Co.	50
Peru	2 1 85	Bi-Carb.	15¢ 18	Gulaca	50
Terabin, Canada.	55¢ 60	Bichromate	13¢ 15	Gulaca ammon.	50
Tolutan	45¢ 50	Bromide	52¢ 57	Hyoseyamus	50
Cortex		Carb.	12¢ 15	Iodine	50
Abies, Canadian.	18	Chlorate, po. 17¢ 19	16¢ 18	Iodine, colorless	50
Cassia	12	Cyanide	34¢ 38	Kino	50
Cinchona Flava	18	Iodide	2 30¢ 2 40	Lobelia	50
Eucynus atropurp.	30	Potassa, Blart, pure	25¢ 30	Myrrh	50
Myrica Cerifera, po.	20	Potassa, Blart, com.	70¢ 10	Nux Vomica	50
Prunus Virgin.	12	Potass Nitras, opt.	60¢ 8	Opil.	50
Quillaja, gr'd.	12	Potass Nitras	23¢ 26	Opil, comphorated	50
Sassafras, po. 20	15	Prussate	15¢ 18	Opil, deodorized	50
Ulmus, po. 15, gr'd	15	Sulphate po.	15¢ 20	Quassia	50
Extractum		Radix		Rhatany	50
Glycyrrhiza Glabra.	24¢ 25	Aconitum	20¢ 25	Rhel	50
Glycyrrhiza, po.	28¢ 30	Althae	30¢ 33	Sanguinaria	50
Hematox, 15 lb. box	11¢ 12	Anchusa	10¢ 12	Serpentaria	50
Hematox, 1s.	13¢ 14	Arum po.	20¢ 25	Stromonium	50
Hematox, 1/4s.	14¢ 15	Calamus	20¢ 40	Tolutan	50
Hematox, 1/8s.	16¢ 17	Gentiana, po. 15	12¢ 15	Valerian	50
Ferru		Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride	50
Carbonate Precip.	15	Hydrastis Canad.	70¢ 80	Zingiber	50
Citrate and Quina.	2 25	Hellebore, Alba, po.	12¢ 15	Miscellaneous	
Citrate Soluble	75	Inula, po.	15¢ 22	Ether, Spts. Nit. 7 F	30¢ 35
Ferrocyanidum Sol.	40	Ipeac, po.	3 60¢ 3 75	Ether, Spts. Nit. 4 F	34¢ 38
Solut. Chloride	15	Iris plox., po. 35¢ 38	35¢ 40	Alumen	24¢ 3
Sulphate, com'l.	80	Jalapa, pr.	25¢ 30	Alumen, gro'd., po. 7	30¢ 4
Sulphate, com'l, by	80	Maranta, 1/4s.	22¢ 25	Annatto	40¢ 50
Sulphate, pure	7	Podophyllum, po.	75¢ 1 00	Antimon, po.	40¢ 5
Flora		Rhel.	75¢ 1 00	Antimoniet Potass T	40¢ 50
Arnica	15¢ 18	Rhel, cut	75¢ 38	Antipyrin	25
Anthemils	22¢ 25	Rhel, pv.	75¢ 38	Antifebrin	20
Matricaria	30¢ 35	Spigelia	35¢ 38	Argent Nitras, oz.	51
Folia		Sanguinaria, po. 15	40¢ 45	Arsenium	10¢ 12
Barosma	45¢ 48	Serpentaria	40¢ 45	Balm Gilead, Bud.	38¢ 40
Cassia Acutifol, Tin-	20¢ 25	Senega	60¢ 65	Bismuth S. N.	1 80¢ 1 85
nevelly	25¢ 30	Smlax, officinalis H.	40	Calcium Chlor., 1s.	10
Cassia, Acutifol, Alx.	25¢ 30	Smlax, M.	40	Calcium Chlor., 1/4s.	12
Salvia officinalis, 1/4s	12¢ 20	Sellae, po. 35	10¢ 12	Calcium Chlor., 1/4s.	12
Uva Ursi	8¢ 10	Symplocarpus, Poeti-	70¢ 80	Cantharides, Rus. po	80
Gummi		dus, po.	70¢ 80	Capsel Fructus, af.	15
Acacia, 1st picked	2 65	Valeriana, Eng. po. 30	15¢ 20	Capsel Fructus, B, po	15
Acacia, 2d picked	2 45	Valeriana, German.	15¢ 20	Capsel Fructus, C, po	15
Acacia, 3d picked	2 25	Zingiber	14¢ 16	Carmine, No. 40	3 00
Acacia, sifted sorts.	2 25	Zingiber j.	25¢ 27	Cera Alba	50¢ 55
Acacia, po.	45¢ 65	Semen		Cera Flava	40¢ 42
Aloe, Barb. po. 18¢ 20	12¢ 14	Anisum, po. 15	12¢ 15	Cocculus	40
Aloe, Cape, po. 15	12¢ 14	Apium (graveleons).	13¢ 15	Cassia Fructus	35
Aloe, Socotri, po. 40	12¢ 14	Bird, 1s.	40¢ 6	Centraria	30
Ammoniac	55¢ 60	Cardamom, po. 15	1 25¢ 1 75	Cetaceum	45
Assafetida, po. 40	40¢ 45	Coriandrum	80¢ 10	Chloroform	55¢ 60
Benzoinum	50¢ 55	Cannabis Sativa	45¢ 5	Chloroform, squibbs	1 40¢ 1 50
Catechu, 1s.	15	Cydonium	75¢ 1 00	Chloral Hyd Crst.	20¢ 25
Catechu, 1/4s.	15	Chenopodium	15¢ 16	Chondrus	20¢ 25
Catechu, 1/8s.	15	Dipterix Odorata	1 00¢ 1 10	Cinchonidine, P. & W	38¢ 48
Camphore	69¢ 74	Foeniculum	70¢ 80	Cinchonidine, Germ.	38¢ 48
Euphorbium, po. 35	40	Foenugreek, po.	70¢ 80	Cocaine	6 55¢ 6 75
Galbanum	1 00	Lini, gr'd.	45¢ 5	Corks, list, dis. pr. et.	70
Gamboge, po	65¢ 70	Lobelia	45¢ 5	Creosotum	35
Gualacum, po. 25	70	Phalaris Canarian.	45¢ 5	Creta, bbl. 75	2
Kino, po. \$0.75	75	Rapa	45¢ 5	Creta, prep.	5
Mastic	20	Sinapis Alba	9¢ 10	Creta, precip.	9¢ 11
Myrrh, po. 45	40	Sinapis Nigra	11¢ 12	Crocus	25¢ 30
Opil, po. 4.90¢ 5.00	3 40¢ 3 50	Spiritus		Crocod.	24
Shellac	40¢ 45	Frumentum, W. D. Co.	2 00¢ 2 50	Cupri Sulph.	64¢ 8
Shellac, bleached	40¢ 45	Frumentum, D. F. R.	2 00¢ 2 25	Dextrine	70¢ 10
Tragacanth	60¢ 90	Frumentum	1 25¢ 1 50	Ether Sulph.	78¢ 92
Herba		Juniperis Co. O. T.	1 65¢ 2 00	Emery, all numbe.s.	8
Absinthium, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Emery, po.	8
Eupatorium, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Ergota, po. 90	85¢ 90
Lobelia, oz. pkg	25	Spt. Vini Galli	1 75¢ 6 50	Flake White	12¢ 15
Majorum, oz. pkg	25	Vini Oporto	1 25¢ 2 00	Galla	23
Mentha Pip., oz. pkg	25	Vini Alba	1 25¢ 2 00	Gambler	80¢ 9
Mentha Vir., oz. pkg	25	Sponges		Gelatine, Cooper	60
Rue, oz. pkg	39	Florida sheeps' wool	2 50¢ 2 75	Gelatine, French	35¢ 60
Tanacetum V. oz. pkg	22	Nassau sheeps' wool	2 50¢ 2 75	Glassware, flint, box	75 & 5
Thymus, V. oz. pkg	25	Velvet extra sheeps'	1 50	Less than box	70
Magnesia		Extra yellow sheeps'	1 25	Glue, brown	11¢ 13
Calcined, Pat.	55¢ 60	wool, carriage	1 25	Glue, white	15¢ 25
Carbonate, Pat.	18¢ 20	wool, carriage	1 25	Glycerina	174¢ 25
Carbonate, K. & M.	18¢ 20	Grass sheeps' wool,	1 00	Grana Paradisi	25
Carbonate, Jennings	18¢ 20	carriage	1 00	Humulus	25¢ 35
Oleum		Hard, for slate use.	75	Hydrarg Chlor Mite	1 00
Absinthium	6 50¢ 7 00	Yellow Reef, for	1 40	Hydrarg Chlor Cor.	1 10
Amygdala, Dulc.	38¢ 65	slate use.	1 40	Hydrarg Ox Rub'm.	1 20
Amygdala, Amara.	8 00¢ 8 25	Syrups		Hydrarg Ammoniatl	50¢ 60
Anisi	1 85¢ 2 00	Acacia	50	Hydrargyrum	85
Auranti Cortex	2 10¢ 2 20	Auranti Cortex	50	Ichthyobolla, Am.	65¢ 70
Bergamli	2 65¢ 2 85	Zingiber	50	Indigo	75¢ 1 00
Cajiputi	80¢ 85	Ipecac	50	Iodine, Resubl.	3 40¢ 3 60
Caryophylli	75¢ 80	Ferri Iod.	50	Iodoform	3 60¢ 3 85
Cedar	80¢ 1 10	Rhel Arom.	50	Lupulin	50
Chenopadi	2 75	Smlax Officinalis	50	Lycopodium	80¢ 85
Cinnamonli	1 15¢ 1 25	Senega	50	Macis	80¢ 85
Citroneilla	35¢ 40	Sellae	50	Liquor Arsen et Hy-	25
				drarg Iod.	10¢ 12
				Liquor Potass Arsenit	20 3
				Magnesia, Sulph.	14
				Magnesia, Sulph, bbl	50
				Mannila, S. F.	60

HOLIDAY
GOODS

We wish to assure our customers that we shall this season show an even more complete line of Holiday Goods than last year. Our Mr. Dudley will call and display samples as soon as the new lines are complete. Our customers can place their entire orders with us this season at one time if they wish, saving the time and trouble of looking over several smaller lines.

Hazeltine & Perkins
Drug Co.,
Grand Rapids, Michigan

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Canned Apples
Crackers
Hand Picked Beans
Pickles
Family Whitefish

DECLINED

Sugar
Package Coffee

Index to Markets
By Columns

A	
Akron Stoneware.....	15
Alabastine.....	1
Ammonia.....	1
Axle Grease.....	1
B	
Baking Powder.....	1
Bath Brick.....	1
Bluing.....	1
Brooms.....	1
Brushes.....	1
Butter Color.....	2
C	
Candles.....	14
Canned Goods.....	3
Catsup.....	3
Carbon Oils.....	3
Cheese.....	3
Cheating Gum.....	3
Chicory.....	3
Chocolate.....	3
Clothes Lines.....	3
Cocoa.....	3
Cocoa Shells.....	3
Coffee.....	3
Condensed Milk.....	4
Coupon Books.....	4
Crackers.....	4
Cream Tartar.....	5
D	
Dried Fruits.....	5
F	
Farinaceous Goods.....	5
Fish and Oysters.....	13
Flavoring Extracts.....	6
Fly Paper.....	6
Fresh Meats.....	6
Fruits.....	14
G	
Grains and Flour.....	6
H	
Herbs.....	6
Hides and Pelts.....	13
I	
Indigo.....	6
J	
Jelly.....	6
L	
Lamp Burners.....	15
Lamp Chimneys.....	15
Lanterns.....	15
Lantern Globes.....	15
Licorice.....	7
Lye.....	7
M	
Matches.....	7
Meat Extracts.....	7
Molasses.....	7
Mustard.....	7
N	
Nuts.....	14
O	
Oil Cans.....	15
Olive.....	7
Oyster Pails.....	7
P	
Paper Bags.....	7
Paris Green.....	7
Pickles.....	7
Pipes.....	7
Potash.....	7
Provisions.....	7
R	
Rice.....	8
S	
Saleratus.....	8
Salt Soda.....	8
Salt.....	8
Salt Fish.....	8
Sauerkraut.....	9
Seeds.....	9
Shoe Blacking.....	9
Snuff.....	9
Soap.....	9
Soda.....	9
Spices.....	9
Starch.....	10
Stove Polish.....	10
Sugar.....	10
Syrups.....	9
T	
Table Sauce.....	12
Tea.....	11
Tobacco.....	11
Twine.....	12
V	
Vinegar.....	12
W	
Washing Powder.....	12
Wicking.....	13
Woodenware.....	13
Wrapping Paper.....	13
Y	
Yeast Cake.....	13

1

AXLE GREASE	
Aurora.....	doz. gross
Castor Oil.....	55 6 00
Diamond.....	50 4 25
Frazer's.....	75 9 00
IXL Golden, tin boxes 75	9 00



Mica, tin boxes.....	75 9 00
Paragon.....	55 6 00

BAKING POWDER	
Egg	
1 lb. cans, 4 doz. case.....	3 75
1 lb. cans, 2 doz. case.....	3 75
1 lb. cans, 1 doz. case.....	3 75
5 lb. cans, 1 doz. case.....	8 00

JAXON	
1 lb. cans, 4 doz. case.....	45
1 lb. cans, 2 doz. case.....	45
1 lb. cans, 1 doz. case.....	45
5 lb. cans, 1 doz. case.....	9 00

Royal	
10c size.....	90
1 lb. cans.....	1 35
6 oz. cans.....	1 90
1 lb. cans, 2 doz. case.....	2 50
1 lb. cans, 1 doz. case.....	3 75
1 lb. cans, 4 doz. case.....	4 80
3 lb. cans, 13 doz. case.....	13 00
5 lb. cans, 21 doz. case.....	21 50

BATH BRICK	
American.....	70
English.....	80

BLUING	
Arctic, 4 oz. ovals, per gross 4 00	
Arctic, 8 oz. ovals, per gross 6 00	
Arctic 16 oz. round per gross 9 00	



BROOMS	
No. 1 Carpet.....	2 60
No. 2 Carpet.....	2 15
No. 3 Carpet.....	1 85
No. 4 Carpet.....	1 60
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 10
Warehouse.....	3 25
BRUSHES	
Solid Back, 8 in.....	45
Solid Back, 11 in.....	85
Pointed Ends.....	95
Shoe	
No. 8.....	1 00
No. 7.....	1 30
No. 4.....	1 70
No. 3.....	1 90

2

Stove	
No. 3.....	75
No. 2.....	1 10
No. 1.....	1 75
BUTTER COLOR	
W. R. & Co.'s, 15c size.....	1 25
W. R. & Co.'s, 25c size.....	2 00

CANDLES	
Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wicking.....	23

CANNED GOODS	
Apples	
3 lb. Standards.....	90
Gallons, standards.....	3 00
Blackberries	
Standards.....	75

Beans	
Baked.....	1 00@1 30
Red Kidney.....	75@85
String.....	80
Wax.....	85

Blueberries	
Standard.....	85
Brook Trout	
2 lb. cans, Spiced.....	1 90

Clams	
Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50
Clam Bouillon	
Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20

Cherries	
Red Standards.....	85
White.....	1 15
Corn	
Fair.....	80
Good.....	85
Fancy.....	95

French Peas	
Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11
Gooseberries	
Standard.....	90

Hominy	
Standard.....	85
Lobster	
Star, 1/2 lb.....	1 85
Star, 1 lb.....	3 40
Picnic Tails.....	2 35

Mackerel	
Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80

Mushrooms	
Hotels.....	19@20
Buttons.....	22@25

Oysters	
Cove, 1 lb.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Oval.....	95

Peaches	
Pie.....	1 65@1 85
Yellow.....	
Pears	
Standard.....	70
Fancy.....	80

Peas	
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60

Pineapple	
Grated.....	1 25@2 75
Sliced.....	1 35@2 55
Pumpkin	
Fair.....	70
Good.....	75
Fancy.....	85

Raspberries	
Standard.....	90
Russian Caviar	
1/2 lb. cans.....	3 75
1 lb. cans.....	7 00
1 lb. can.....	12 00

Salmon	
Columbia River, talls.....	@1 85
Columbia River, flats.....	@1 95
Red Alaska.....	1 20@1 40
Pink Alaska.....	1 00@1 10
Shrimps	
Standard.....	1 50
Sardines	
Domestic, 1/2s.....	4
Domestic, 1/4s.....	8
Domestic, Mustard.....	7
California, 1/2s.....	11@14
California, 1/4s.....	17@24
French, 1/2s.....	7@14
French, 1/4s.....	18@28

3

Strawberries	
Standard.....	85
Fancy.....	1 25
Succotash	
Fair.....	90
Good.....	1 00
Fancy.....	1 20
Tomatoes	
Fair.....	90
Good.....	95
Fancy.....	1 10
Gallons.....	2 75

CATSUP	
Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25

CARBON OILS	
Barrels	
Eocene.....	@10 1/2
Perfection.....	@9 1/2
Diamond White.....	@8 1/2
D. S. Gasoline.....	@12 1/2
Deodorized Naphtha.....	@10 1/2
Cylinder.....	29 @34
Engine.....	19 @22
Black, winter.....	9 @10 1/2

CHEESE	
Acme.....	@10 1/2
Amboy.....	@10 1/2
Carson City.....	@10 1/2
Elste.....	@11
Emblem.....	@11
Gem.....	@11 1/2
Gold Medal.....	@10 1/2
Ideal.....	@10 1/2
Jersey.....	@11
Riverside.....	@11
Brick.....	14 @15
Edam.....	@90
Leiden.....	@17
Limburger.....	13 @14
Pineapple.....	50 @75
Sap Sago.....	19 @20

CHEWING GUM	
American Flag Spruce.....	55
Beeman's Pepsin.....	60
Black Jack.....	55
Largest Gum Made.....	60
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55

CHICORY	
Bulk.....	5
Red.....	7
Eagle.....	4
Frank's.....	6 1/2
Schener's.....	6

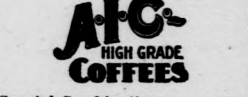
CHOCOLATE	
Walter Baker & Co.'s.....	
German Sweet.....	23
Premium.....	31
Breakfast Cocoa.....	46
Runkel Bros.....	31
Vienna Sweet.....	21
Vanilla.....	28
Premium.....	31

CLOTHES LINES	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 25
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 40
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95

COCOA	
Cleveland.....	41
Colonial, 1/2s.....	35
Colonial, 1/4s.....	33
Epps.....	42
Huyler.....	45
Van Houten, 1/2s.....	12
Van Houten, 1/4s.....	20
Van Houten, 1/2s.....	38
Van Houten, 1s.....	70
Webb.....	30
Wilbur, 1/2s.....	41
Wilbur, 1/4s.....	42

COCOA SHELLS	
20 lb. bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4

COFFEE	
Roasted	



Special Combination.....	15
French Breakfast.....	17 1/2
Lenox, Mocha & Java.....	21
Old Gov't Java and Mocha.....	24
Private Estate, Java & Moe.....	26
Supreme, Java and Mocha.....	27
Dwinn-Wright Co.'s Brands.....	
White House, 60-1s.....	29
White House, 30-2s.....	28
Excelsior M. & J., 60-1s.....	21 1/2
Excelsior M. & J., 30-2s.....	20 1/2
Royal Java.....	26 1/2
Royal Java & Mocha.....	26 1/2
Arabian Mocha.....	28 1/2
Aden Moch.....	22 1/2
Mocha & Java Blend.....	23
Fancy Maricao.....	18 1/2
Golden Santos.....	17 1/2
Ja-Mo-Ka.....	15 1/2
Excelsior Blend.....	14 1/2
No. 5 Blend.....	14
Rio	
Common.....	10 1/2
Fair.....	11
Choice.....	13
Fancy.....	15
Santos	
Common.....	11
Fair.....	14
Choice.....	15
Fancy.....	17
Peaberry.....	13
Maracalibo	
Fair.....	12
Choice.....	16

4

Mexican	
Choice.....	16
Fancy.....	17
Guatemala	
Choice.....	16
Java	
African.....	12 1/2
Fancy African.....	17
O. G.....	25
P. G.....	29

Mocha	
Arabian.....	21

Package	
---------	--

6



Vanilla 2 oz panel. 1 20 2 oz panel. 75
3 oz taper. 2 00 4 oz taper. 1 50



D. C. Lemon 2 oz. 75 2 oz. 1 24
3 oz. 1 00 3 oz. 1 60
6 oz. 2 00 4 oz. 2 00
No. 4 T. 1 52 No. 3 T. 2 08
2 oz. Assorted Flavors 75c.

Our Tropical.
2 oz. full measure, Lemon. 75
4 oz. full measure, Lemon. 1 50
2 oz. full measure, Vanilla. 90
4 oz. full measure, Vanilla. 1 80

Standard.
2 oz. Panel Vanilla Tonka. 70
2 oz. Panel Lemon. 60

FLY PAPER
Tanglefoot, per box. 35
Tanglefoot, per case. 3 20

FRESH MEATS

Beef
Carcase. 6 @ 8
Forequarters. 5 @ 6
Hindquarters. 8 1/2 @ 9 1/2
Loins No. 3. 10 @ 14
Ribs. 9 @ 12 1/2
Rounds. 8 1/2 @ 9
Chuck. 5 @ 5 1/2
Plates. 4 @ 5 1/2

Pork
Dressed. 7 @ 7
Loins. 8 1/2 @ 8 1/2
Boston Butts. 8 @ 8
Shoulders. 8 1/2 @ 8 1/2
Leaf Lard. 8 @ 8

Mutton
Carcase. 7 1/2 @ 9 1/2
Lamb. 9 1/2 @ 10

Veal
Carcase. 8 @ 9

GRAINS AND FLOUR

Wheat
Wheat. 66

Winter Wheat Flour

Local Brands
Patents. 4 10
Second Patent. 3 60
Straight. 3 40
Clear. 3 00
Graham. 3 00
Buckwheat. 4 00
Rye. 3 00

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand
Diamond 1/2. 3 75
Diamond 1/4. 3 75
Diamond 1/8. 3 75

Worden Grocer Co.'s Brand
Quaker 1/2. 3 70
Quaker 1/4. 3 70
Quaker 1/8. 3 70

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2. 4 40
Pillsbury's Best 1/4. 4 30
Pillsbury's Best 1/8. 4 20
Pillsbury's Best 1/2 paper. 4 20
Pillsbury's Best 1/4 paper. 4 20
Pillsbury's Best 1/8 paper. 4 20

Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2. 4 25
Duluth Imperial 1/4. 4 15
Duluth Imperial 1/8. 4 05
Lemon & Wheeler Co.'s Brand
Wingold 1/2. 4 40
Wingold 1/4. 4 30
Wingold 1/8. 4 20

Olney & Judson's Brand
Ceresota 1/2. 4 50
Ceresota 1/4. 4 40
Ceresota 1/8. 4 30

Worden Grocer Co.'s Brand
Laurel 1/2. 4 30
Laurel 1/4. 4 20
Laurel 1/8. 4 10
Laurel 1/2 and 1/4 paper. 4 10

Meal
Bolted. 2 65
Granulated. 2 75

Oats
Car lots. 38
Car lots, clipped. 30
Less than car lots.

Feed and Millstuffs

St. Car Feed, screened. 23 00
No. 1 Corn and Oats. 22 50
Unbolted Corn Meal. 22 00
Winter Wheat Bran. 16 00
Winter Wheat Middlings. 17 00
Screenings. 16 00

Corn
Corn, car lots. 55

Hay
No. 1 Timothy car lots. 11 00
No. 1 Timothy ton lots. 12 00

HERBS
Sage. 15
Hops. 15
Laurel Leaves. 15
Senna Leaves. 25

7

INDIGO
Madras, 5 lb. boxes. 55
S. F., 2, 3 and 5 lb. boxes. 50

JELLY
5 lb. palls. per doz. 1 85
15 lb. palls. 35
30 lb. palls. 67

LICORICE
Pure. 30
Calabria. 23
Sicily. 14
Root. 10

LYE
Condensed, 2 doz. 1 20
Condensed, 4 doz. 2 25

MATCHES
Diamond Match Co.'s brands.
No. 9 sulphur. 1 65
Anchor Parlor. 1 50
No. 2 Home. 1 30
Export Parlor. 4 00
Wolverine. 1 50

MEAT EXTRACTS
Armour & Co.'s, 4 oz. 45
Liebig's, 2 oz. 75

MOLASSES
New Orleans
Fancy Open Kettle. 40
Choice. 35
Fair. 25
Good. 22

MUSTARD
Horse Radish, 1 doz. 1 75
Horse Radish, 2 doz. 3 50
Bayle's Celery, 1 doz. 1 75

OLIVES
Bulk, 1 gal. kegs. 1 25
Bulk, 3 gal. kegs. 1 10
Bulk, 5 gal. kegs. 1 00

PAPER BAGS
Ask your Jobber for them.
Glory Mayflower
Satchel & Pacific
Bottom Square

PARIS GREEN
Bulk. 14
Packages, 1/2 lb., each. 18
Packages, 1/4 lb., each. 17
Packages, 1 lb., each. 16

PICKLES
Medium
Barrels, 1,200 count. 5 50
Half bbls, 600 count. 3 25

Small
Barrels, 2,400 count. 7 00
Half bbls, 1,200 count. 4 00

PIPES
Clay, No. 216. 1 70
Clay, T. D., full count. 65
Cob, No. 3. 85

POTASH
48 cans in case. 4 00
Babbitt's. 4 00
Penna Salt Co.'s. 3 00

PROVISIONS
Barreled Pork

Dry Salt Meats
Mess. 15 50
Back. 15 75
Clear back. 16 50
Short cut. 15 50
Bean. 20 00
Family Mess. 13 00

Smoked Meats
Hams, 12 lb. average. 12
Hams, 14 lb. average. 11 1/2
Hams, 16 lb. average. 11 1/2
Hams, 20 lb. average. 11 1/2
Ham dried beef. 13
Shoulders (N. Y. cut). 7 1/2
Bacon, clear. 10 1/2
California hams. 9 1/2
Bolted Hams. 17 1/2
Pleik Bolted Hams. 12 1/2
Berlin Ham pr's'd. 8 1/2
Mince Hams. 9

Lards-In Tierces
Compound. 7 1/2
Pure. 9 1/2
Vegetable. 7 1/2
60 lb. Tubs. advance. 7 1/2
80 lb. Tubs. advance. 7 1/2
50 lb. Tins. advance. 7 1/2
20 lb. Palls. advance. 7 1/2
10 lb. Palls. advance. 7 1/2
5 lb. Palls. advance. 7 1/2
3 lb. Palls. advance. 7 1/2

8

Sausages
Bologna. 5 1/4
Liver. 4
Frankfort. 7 1/2
Pork. 7 1/2
Blood. 6 1/4
Tongue. 4
Headcheese. 6

Beef
Extra Mess. 10 75
Boneless. 11 50
Rump. 11 50

Pigs' Feet
1/4 bbls., 40 lbs. 1 55
1/4 bbls., 80 lbs. 3 50

Tripe
Kits, 15 lbs. 70
1/4 bbls., 40 lbs. 1 25
1/4 bbls., 80 lbs. 2 25

Casings
Pork. 21
Beef rounds. 3
Beef middles. 10
Sheep. 60

Butterine
Solid, dairy. 11 @
Rolls, dairy. 11 1/4 @
Rolls, creamery. 14 1/4 @
Solid, creamery. 14

Canned Meats
Corned beef, 2 lb. 2 50
Corned beef, 14 lb. 17 50
Roast beef, 2 lb. 2 50
Potted ham, 1/2. 50
Potted ham, 1/4. 50
Deviled ham, 1/2. 50
Deviled ham, 1/4. 50
Potted tongue, 1/2. 50
Potted tongue, 1/4. 50

RICE
Domestic
Carolina head. 6 1/4
Carolina No. 1. 6
Carolina No. 2. 5 1/4
Broken. 5 1/4

Imported.
Japan, No. 1. 5 1/4 @
Japan, No. 2. 4 1/4 @
Java, fancy head. 4 @
Java, No. 1. 4 @
Table. 4 @

SALERATUS
Packed 60 lbs. in box.
Church's Arm and Hammer. 3 15
Deland's. 3 10
Dwight's Cow. 3 10
Emblem. 2 10
L. P. 3 00
Wyandotte, 100 lbs. 3 00

SAL SODA
Granulated, bbls. 90
Granulated, 100 lb. cases. 1 10
Lump, bbls. 80
Lump, 145 lb. kegs. 85

SALT
Buckeye
100 3 lb. bags. 3 00
50 6 lb. bags. 3 00
22 14 lb. bags. 2 75
In 5 bbl. lots 5 per cent. discount

Diamond Crystal
Table, cases, 24 3 lb. boxes. 1 40
Table, barrels, 100 3 lb. bags. 3 00
Table, barrels, 40 7 lb. bags. 2 75
Butter, barrels, 280 lb. bulk. 2 85
Butter, barrels, 20 14 lb. bags. 2 65
Butter, sacks, 28 lbs. 27
Butter, sacks, 56 lbs. 27

Common Grades
100 3 lb. sacks. 2 25
60 5 lb. sacks. 2 15
28 10 lb. sacks. 2 05
56 lb. sacks. 40
28 lb. sacks. 22

Warsaw
56 lb. dairy in drill bags. 40
28 lb. dairy in drill bags. 20

Ashton
56 lb. dairy in linen sacks. 60
Higgins. 60

Solar Rock
56 lb. dairy in linen sacks. 60
Solar Rock. 25

Common
Granulated Fine. 85
Medium Fine. 90

SALT FISH
Cod
Georges cured. 6 @ 6
Georges genuine. 6 @ 6 1/2
Georges selected. 6 @ 7
Grand Bank. 6 @ 6
Strips or bricks. 6 1/4 @ 10 1/4
Pollock. 6 @ 3 1/4

Halibut.
Strips. 10
Chunks. 12

Trout
No. 1 100 lbs. 6 90
No. 1 40 lbs. 2 70
No. 1 10 lbs. 75
No. 1 8 lbs. 63

Herring
Holland white hoops, bbl. 11 25
Holland white hoops, 1/2 bbl. 6 00
Holland white hoop, keg. 82
Norwegian. 87

Round 100 lbs. 3 00
Round 40 lbs. 1 50
Scales. 22
Bloater. 1 60

Mackerel
Mess 100 lbs. 12 25
Mess 40 lbs. 5 20
Mess 10 lbs. 1 38
Mess 8 lbs. 1 13
No. 1 100 lbs. 10 50
No. 1 40 lbs. 4 50
No. 1 10 lbs. 1 20
No. 1 8 lbs. 1 00
No. 2 100 lbs. 7 00
No. 2 40 lbs. 3 10
No. 2 10 lbs. 85
No. 2 8 lbs. 71

9

Whitefish
No. 1 No. 2 Fam
100 lbs. 7 50 3 25
40 lbs. 3 30 1 65
10 lbs. 90 48
8 lbs. 75 42

SEEDS
Anise. 9
Canary, Smyrna. 4
Caraway. 4
Cardamon, Malabar. 60
Celery. 12
Hemp, Russian. 4 1/2
Mixed Bird. 4 1/2
Mustard, white. 9
Poppy. 10
Rape. 4 1/2
Cuttle Bone. 15

SHOE BLACKING
Handy Box, large. 2 50
Handy Box, small. 1 25
Bixby's Royal Polish. 85
Miller's Crown Polish. 85

SNUFF
Scotch, in bladders. 37
Macebony, in jars. 35
French Kappee, in jars. 43

SOAP
B. T. Babbitt brand—
Babbitt's Best. 4 00
Beaver Soap Co. brands

GRAND PAPA
WONDER SOAP

50 cakes, large size. 3 25
100 cakes, large size. 6 50
50 cakes, small size. 1 95
100 cakes, small size. 3 85
Bell & Bogart brands—
Coal Oil Johnny. 3 90
Peekin. 4 00
Detroit Soap Co. brands—
Queen Anne. 3 15
Big Bargain. 1 75
Umpire. 2 15
German Family. 2 45
Dingman Soap Co. brand—
Dingman. 3 85
N. K. Fibre Bricks brands—
Santa Claus. 3 25
Brown. 2 40
Fairy. 4 00
Fels brand—
Naphtha. 4 00
Gowans & Sons brands—
Oak Leaf. 3 25
Oak Leaf, big 5. 4 00

JAXON
Single box. 3 00
5 box lots, delivered. 2 95
10 box lots, delivered. 2 90
Johnson Soap Co. brands—
Silver King. 3 60
Calumet Family. 2 70
Scotch Family. 2 50
Cuba. 2 40
50 cakes. 1 95
Ricker's Magnetic. 3 90
Lautz Bros. brands—
Big Acme. 4 00
Acme 5c. 3 25
Marselles. 4 00
Master. 3 70
Proctor & Gamble brands—
Lenox. 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Schultz & Co. brand—
Star. 3 00
A. B. Wrisley brands—
Good Cheer. 3 80
Old Country. 3 20
Scouring
Sapallo, kitchen, 3 doz. 2 40
Sapallo, hand, 3 doz. 2 40

SODA
Boxes. 5 1/4
Kegs, English. 4 1/4

SPICES
Whole Spices

Allspice. 12
Cassia, China in mats. 28
Cassia, Batavia, in bund. 28
Cassia, Saigon, broken. 38
Cassia, Saigon, in rolls. 55
Cloves, Amboyana. 17
Cloves, Zanzibar. 14
Mace. 55
Nutmegs, 7-10. 50
Nutmegs, 105-20. 35
Nutmegs, 115-20. 35
Pepper, Singapore, black. 18
Pepper, Singapore, white. 28
Pepper, shot. 20

Pure Ground in Bulk
Allspice. 16
Cassia, Batavia. 28
Cassia, Saigon. 48
Cloves, Saigon. 15
Ginger, African. 15
Ginger, Cochon. 18
Ginger, Jamaica. 25
Mace. 65
Mustard. 18
Pepper, Singapore, black. 28
Pepper, Singapore, white. 28
Pepper, Cayenne. 20
Sage. 20

SYRUPS
Corn
Barrels. 23
Half bbls. 25
1 doz. 1 gallon cans. 3 40
1 doz. 1/2 gallon cans. 1 95
2 doz. 1/4 gallon cans. 97

10

Pure Cane
Fair. 16
Good. 20
Choice. 25

STARCH

Kingsford's Corn
40 1-lb. packages. 6 1/4
20 1-lb. packages. 6 1/4
6 lb. packages. 7 1/2

Kingsford's Silver Gloss
40 1-lb. packages. 7

Common Gloss
1-lb. packages. 5
3-lb. packages. 4 1/4
6-lb. packages. 5 1/4
40 and 50-lb. boxes. 3 1/2
Barrels. 3 1/4

TEA
Japan
Sundried, medium. 28
Sundried, choice. 30
Sundried, fancy. 40
Regular, medium. 28
Regular, choice. 30
Regular, fancy. 40
Basket-fired, medium. 28
Basket-fired, choice. 35
Basket-fired, fancy. 40
Nibs. 27
Siftings. 19 @ 21
Fannings. 20 @ 22

Gunpowder
Moyune, medium. 26
Moyune, choice. 35
Moyune, fancy. 50
Pingsuey, medium. 25
Pingsuey, choice. 30
Pingsuey, fancy. 40

Best Gloss Starch
50 lb. 16 1/2
40 lb. 14 1/2
30 lb. 12 1/2
20 lb. 10 1/2
10 lb. 5 1/2
5 lb. 2 1/2

Best Corn Starch
50 lb. 16 1/2
40 lb. 14 1/2
30 lb. 12 1/2
20 lb. 10 1/2
10 lb. 5 1/2
5 lb. 2 1/2

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30 lb. 12 1/2
20 lb. 10 1/2
10 lb. 5 1/2
5 lb. 2 1/2

12	
Lubetsky Bros. Brands.	
B. L.	\$35 00
Gold Star	35 00
H. Van Tongeren's Brand.	
Star Green	35 00

Fine Cut	
Uncle Daniel	58
Ojibwa	38
Forest Giant	38
Sweet Spray	35
Cadillac	57
Sweet Loma	38
Golden Top	23
Hawatha	58
Telegram	28
Pay Car	34
Prairie Rose	50
Protection	38
Sweet Burley	40
Sweet Loma	38
Tiger	39

Plug	
Flat Iron	36
Crete de Menthe	60
Stronghold	40
Solo	35
Sweet Chunk	37
Forge	33
Red Cross	24
Palo	36
Kylo	36
Hawatha	41
Battle Axe	37
American Eagle	54
Standard Navy	38
Spear Head, 16 oz.	45
Spear Head, 8 oz.	45
Nobby Twist	49
Jolly Tar	39
Old Honesty	45
Toddy	35
J. T.	38
Piper Heldsick	64
Boot Jack	81
Jelly Cake	36
Plumb Bob	32

Smoking	
Hand Pressed	46
Double Cross	37
Sweet Core	40
Flat Car	37
Great Navy	37
Warpath	27
Bamboo, 8 oz.	29
Bamboo, 16 oz.	27
1 X L, 6 lb.	28
1 X L, 30 lb.	32
Honey Dew	37
Gold Block	37
Flagman	40
Chips	35
Klin Dried	24
Duke's Mixture	40
Duke's Cameo	40
Honey Dip Twist	39
Myrtle Navy	40
Yum Yum, 1 1/2 oz.	37
Yum Yum, 1 lb. pails	37
Cream	25
Corn Cake, 2 1/2 oz.	23
Corn Cake, 1 lb.	23
Plow Boy, 1 1/2 oz.	39
Plow Boy, 3 1/2 oz.	37
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. pails	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21

TABLE SAUCES	
LEA & PERRIN'S SAUCE	
The Original and Genuine	
Worcestershire.	

Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

TWINE	
Cotton, 3 ply	16
Cotton, 4 ply	16
Jute, 2 ply	12
Hemp, 6 ply	12
Flax, medium	20
Wool, 1 lb. bag	7 1/2

VINEGAR	
Malt White Wine, 40 grain	11
Malt White Wine, 80 grain	11
Pure Cider, B. & B. brand	11
Pure Cider, Red Star	12
Pure Cider, Robinson	10
Pure Cider, Silver	11

WASHING POWDER	
Gold Dust, regular	4 50
Gold Dust, 5c	4 00

Rub-No-More	
Rub-No-More	3 50
Pearline	2 90
Seacurine	3 50

WICKING	
No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE	
Baskets	
Bushels	95
Bushels, wide band	1 15
Market	30
Splint, large	4 00
Splint, medium	3 50
Splint, small	3 00
Willow Clothes, large	6 25
Willow Clothes, medium	5 75
Willow Clothes, small	5 25

13	
Butter Plates	
No. 1 Oval, 250 in. crate	45
No. 2 Oval, 250 in. crate	50
No. 3 Oval, 250 in. crate	55
No. 5 Oval, 250 in. crate	65

Egg Crates	
Humpty Dumpty	2 25
No. 1, complete	30
No. 2, complete	25

Clothes Pins	
Round head, 5 gross box	45
Round head, cartons	62

Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 patent brush holder	85
12 lb. cotton mop heads	1 25
Ideal No. 7	90

Pails	
2-hoop Standard	1 40
3-hoop Standard	1 60
2-wire, Cable	1 60
3-wire, Cable	1 70
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 40

Toothpicks	
Hardwood	2 50
Softwood	2 75
Banquet	1 40
Ideal	1 50

Tubs	
20-inch, Standard, No. 1	6 00
18-inch, Standard, No. 2	5 00
16-inch, Standard, No. 3	4 00
20-inch, Cable, No. 1	6 50
18-inch, Cable, No. 2	6 00
16-inch, Cable, No. 3	5 00
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20

Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 25
Single Peerless	2 60
Northern Queen	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25

Wood Bowls	
11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 10
17 in. Butter	1 20
19 in. Butter	1 30
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50

WRAPPING PAPER	
Common Straw	1 1/4
Fiber Manila, white	3 1/2
Fiber Manila, colored	4 1/2
No. 1 Manila	4 1/2
Cream Manila	3
Butcher's Manila	2 3/4
Wax Butter, short count	13
Wax Butter, full count	20
Wax Butter, rolls	15

YEAST CAKE	
Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50

FRESH FISH	
White fish	Per lb.
Trout	9
Black Bass	10 1/2
Halibut	15
Ciscoes or Herring	15
Bluefish	12
Live Lobster	22
Boiled Lobster	20
Cod	10
Haddock	7
No. 1 Pickerel	9
Pike	7 1/2
Perch	4 1/2
Smoked White	10 1/2
Red Snapper	11
Col River Salmon	12
Mackerel	15

HIDES AND PELTS	
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1	6 1/2
Green No. 2	5 1/2
Cured No. 1	8 1/2
Cured No. 2	7 1/2
Califskins, green No. 1	9
Califskins, green No. 2	7 1/2
Califskins, cured No. 1	10
Califskins, cured No. 2	8 1/2

Pelts	
Pelts, each	50 @ 1 00
Lamb	
No. 1	4 1/2
No. 2	3 1/2

Wool	
Washed, fine	15 @ 16
Washed, medium	12 @ 20
Unwashed, fine	11 @ 13
Unwashed, medium	14 @ 16

CANDIES	
Stick Candy	
Standard	7 1/2
Standard H. H.	7 1/2
Standard Twist	8
Cut Leaf	9
Jumbo, 32 lb.	7 1/2
Extra H. H.	10 1/2
Boston Cream	10
Beet Root	8

14	
Mixed Candy	
Grocers	6
Competition	7
Special	7 1/2
Conserve	8 1/2
Royal	8 1/2
Ribbon	9
Broken	8 1/2
Cut Leaf	9
English Rock	9
Kindergarten	9
Bon Ton Cream	9
French Cream	10
Dandy Pan	10
Hand Made Cream	10
mixed	15 1/2
Crystal Cream mix	13

Fancy-In Pails	
Champ. Crys. Gums	8
Pony Hearts	15
Fairy Cream Squares	12
Fudge Squares	12
Peanut Squares	12
Fruit Tab., as. wrap	9
Sugared Peanuts	10 1/2
Salted Peanuts	12
Starlight Kisses	12
San Blas Goodies	12 1/2
Lozenges, plain	9 1/2
Lozenges, printed	10
Choc. Drops	11 1/2
Eclipse Chocolates	13 1/2
Choc. Monumentals	14
Victoria Chocolate	15
Gum Drops	15
Moss Drops	9 1/2
Lemon Sours	10
Imperial	10
Ital. Cream Opera	12
Ital. Cream Bonbons	12
20 lb. pails	12
Molasses Chews, 15 lb. pails	14
Golden Waffles	12

Fancy-In 5 lb. Boxes	
Lemon Sours	55
Peppermint Drops	60
Chocolate Drops	65
H. M. Choc. Drops	85
H. M. Choc. Lt. and Dk. No. 12	21 00
Gum Drops	30
Licorice Drops	35
Lozenges, plain	55
Lozenges, printed	60
Imperial	60
Mottoes	60
Cream Bar	55
Molasses Bar	55
Hand Made Creams	80
Cream Buttons, Pep. and Wint.	65
String Rock	65
Wintergreen Berries	60

Caramels	
Clipper, 20 lb. pails	9
Standard, 20 lb. pails	10
Perfection, 20 lb. pails	12 1/2
Amazon, Choc. Cov'd Kosker, 2 for 1c pr bx	55
Big 3, 3 for 1c pr bx	55
Dukes, 2 for 1c pr bx	60
Favorite, 4 for 1c, bx	60
AA Cream Carls 3 lb	50

FRUITS	
Oranges	
Florida Russett	2
Florida Bright	2
Fancy Navels	2
Extra Choice	2
Late Valencias	2 60
Seedlings	2
Medit. Sweets	2
Jamalca	2
Rodi	2

Lemons	
Messina, 300s	6 00 @ 6 50
Messina, 360s	5 50 @ 6 50
California 300s	4 75 @ 5 50
California 360s	4 75 @ 5 50

Bananas	
Medium bunches	1 50 @ 2 00
Large bunches	1 50 @ 2 00

Foreign Dried Fruits	
Figs	
California, Fancy	2
Cal. pkg. 10 lb. boxes	2
Extra Choice, 10 lb. boxes	9 1/2
Fancy, 12 lb. boxes	12
Pulled, 6 lb. boxes	15
Naturals, in bags	2

Dates	
Fards in 10 lb. boxes	2
Fards in 60 lb. cases	2
Hallowi	5 @ 5 1/2
lb. cases, new	5 @ 5 1/2
Sairs, 60 lb. cases	4 1/2 @ 5

NUTS	
Almonds, Tarragona	17
Almonds, Ivica	17
Almonds, California, soft shelled	16 @ 18
Brazil	11
Fiber	12 1/2
Walnuts, Grenoble	13 1/2
Walnut, soft shelled California No. 1	13 1/2
Table Nuts, fancy	14
Table Nuts, choice	13
Pecans, Med	10
Pecans, Ex. Large	11
Pecans, Jumbos	12
Hickory Nuts per bu. Ohio	23 50
Cocoanuts, full sacks	2
Chestnuts, per bu.	2

Peanuts	
Fancy, H. P., Suns	5 1/2 @
Fancy, H. P., Suns Roasted	6 1/2 @ 7
Choice, H. P., Extras	6
Choice, H. P., Extras Roasted	6
Span. Shld No. 1 in w	7 @ 8

15	
AKRON STONEWARE	
Butters	
1/2 gal., per doz.	48
2 to 6 gal., per gal.	6
8 gal. each	52
10 gal. each	55
12 gal. each	84
15 gal. meat-tubs, each	1 20
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. meat-tubs, each	2 70

Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each	6

Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6

Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

Sealing Wax	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	45
No. 2 Sun	60
No. 3 Sun	1 10
Tubular	50
Nutmeg	50

LAMP CHIMNEYS—Seconds	
No. 0 Sun	Per box of 6 doz.
No. 1 Sun	1 38
No. 2 Sun	1 54
No. 3 Sun	2 24

First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 85
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	2 90

XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00

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Supply Nowhere Near Equal to the Demand.

The week has been between seasons in the local fruit market, as the late berry crop proves disappointing as to quantity. To be sure, offerings have been considerable, but in the ocean of demand they have disappeared so quickly as to seem small. Prices of blackberries continue high and, with the exception of a few huckleberries, they monopolize the small fruit market. Taking the season through in the berry market prices have ruled so high that little canning has been done. The demand for immediate table use seems to have absorbed everything. A factor of more influence than ever in increasing this demand is the more perfectly organized express service which distributes the fruits all over the region in direct railway communication. The fruit shipping points on the lake shore are occupied in supplying the Chicago and other trans-lake markets, and so it falls to Grand Rapids to furnish all the towns outside the fruit region to which its railways radiate. It is an interesting question as to the extent to which this phenomenal demand will stimulate the growing of small fruits in the radius of our improved roads. It is certain that this industry has not yet reached its climax by any means. However, the same movement for better roads is operating the same here as in all localities where conditions will enable the local produce to take the place of outside shipments. This will naturally operate to preserve a healthy condition in the market, but there are more than enough points where fruit can not be raised to insure the keeping up and increasing of the present consumption. With a more plentiful supply prices will resume the basis at which the goods can be handled with more profit by the dealer.

The feature in the vegetable market is the quickness with which the abundant offerings are taken. The plentiful rains are keeping the produce in as fresh, healthy condition as earlier in the season. It is within bounds to state that there has never been so abundant a market of the finest quality. The rains which have contributed to the growth have also kept the roads in the finest condition. There has been no trouble to protect the goods from dust and the cool weather has contributed to preserve its freshness and health-giving qualities.

There is no doubt that this feature in the city's food supply is a potent factor in securing its freedom from sickness, which is reported as prevailing throughout the city.

When to Treat a Boy With Tact.

"Good mothers show every estimable quality but tact toward their sons," remarked a young man recently. "Unselfishness, devotion, kindness and sympathy are all given in full measure and running over, but the faculty which they take with them into society as a matter of course, which divines what should and should not be said, seems to be considered as superfluous in regard to their children. The kind mother is constantly, albeit all unintentionally, offending the susceptibilities of that hypersensitive creature, the half grown boy, by her personal allusions and remarks when in company. I remember how I used to dread going out with my mother just on that account. I never knew what she would say, and I fairly used to squirm in anticipation when I heard her mention my name. The dear

creature was so proud of me and of my small achievements and, with the exaggeration of self which is so common with young people, I always felt that I was being dragged into prominence in the most ridiculous fashion when she talked of me.

"Another trait of a boy which mothers are apt to ignore through want of tact is an intense dislike to being quoted. It is all right if he relates an incident or criticizes a comrade himself, but to hear his remarks repeated vexes him excessively. Many a time have I seen a school friend flush up to the roots of his hair with annoyance when his mother all unwittingly has alluded to something he has told her about the boys. A youth is a queer creature—rough and almost callous in some things, oversensitive and foolishly thin skinned in others, and a mother with tact will understand his many contradictions and earn his gratitude and confidence by humoring them."

Happiness in Work.

John Ruskin believed that men and women ought to like doing good work and be happy in it. He has this to say in support of the theory:

It may be proved with much certainty that God intends no man to live in the world without working; but it seems to me not less evident that he intends every man to be happy in his work. It is written, "In the sweat of thy brow"—but it was never written, "in the breaking of thine heart"—"thou shalt eat bread." And I find that as, on the one hand, infinite misery is caused by idle people, who both fail in doing what was appointed for them to do and set in motion various springs of mischief in matters in which they should have had no concern, so, on the other hand, no small misery is caused by overworked and unhappy people, in the dark views which they necessarily take upon themselves and force upon others of work itself. Were it not so, I believe the fact of their being unhappy is in itself a violation of divine law and a sign of some kind of folly or sin in their way of life. Now, in order that people may be happy in their work these three things are needed: They must be fit for it; they must not do too much of it, and they must have a sense of success in it—not a doubtful sense, such as needs some testimony of other people for its confirmation, but a sure sense, or rather knowledge, that so much work has been done well, and fruitfully done, whatever the world may say or think about it.

Difference Between Character and Reputation.

"Sir," he said to the manager of the store, "I want to warn you against that clerk at the ribbon counter. I understand he has a wife in the East and left her on account of his bad habits, and his character, sir, his character!"

The visitor became emphatic and excited.

"I beg your pardon," interrupted the manager; "you were saying something about his character."

"Well, sir, they say"—

"Ah, quite a difference, my dear sir; quite a difference. My friend, such people as you may establish a reputation for a man, but you can't touch his character. A man's character is what he is; his reputation is what people say he is. Good-day, sir."

And the young man at the ribbon counter just kept on working and didn't feel a breeze.

Wood Wanted

In exchange for Lime, Hair, Fire Brick, Sewer Pipe, Stucco, Brick, Lath, Cement, Wood, Coal, Drain Tile, Flour, Feed, Grain, Hay, Straw. Distributors of Sleepy Eye Flour. Write for prices.

Thos. E. Wykes,
Grand Rapids, Mich.

Hardware Price Current

Ammunition	
Caps	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers	
No. 2 U. M. C., boxes 250, per m.	1 20
No. 2 Winchester, boxes 250, per m.	1 20

Gun Wads	
Black edge, Nos. 11 and 12 U. M. C.	60
Black edge, Nos. 9 and 10, per m.	70
Black edge, No. 7, per m.	80

Loaded Shells	
New Rival—For Shotguns	

No.	Drs. of Powder	oz. of Shot	Size	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/2	9	10	2 90
128	4	1 1/2	8	10	2 90
126	4	1 1/2	6	10	2 90
135	4 1/4	1 1/2	5	10	2 85
154	4 1/4	1 1/2	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/2	6	12	2 65
265	3 1/4	1 1/2	5	12	2 70
264	3 1/4	1 1/2	4	12	2 70

Discount 40 per cent.

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg.	4 00
1/2 kegs, 12 1/2 lbs., per 1/2 keg.	2 25
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 25

Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1 65

Augurs and Bits	
Snell's.	60
Jennings genuine.	25
Jennings' imitation.	50

Axes	
First Quality, S. B. Bronze.	6 00
First Quality, D. B. Bronze.	9 00
First Quality, S. B. Steel.	6 50
First Quality, D. B. Steel.	10 50

Barrows	
Railroad.	12 00
Garden.	29 00

Bolts	
Stove.	60
Carriage, new list.	65
Plow.	50

Buckets	
Well, plain.	\$4 00

Butts, Cast	
Cast Loose Pin, figured.	65
Wrought Narrow.	60

Chain	
Com.	1/4 in. 5-16 in. 3/8 in. 1/2 in.
BB.	7 c. 6 c. 5 c. 4 1/2 c.
BBB.	8 1/2 c. 7 1/2 c. 6 1/2 c. 6 c.

Crowbars	
Cast Steel, per lb.	6

Chisels	
Socket Firmer.	65
Socket Framing.	65
Socket Corner.	65
Socket Slicks.	65

Elbows	
Com. 4 piece, 6 in., per doz.	net 65
Corrugated, per doz.	1 25
Adjustable.	40&10

Expansive Bits	
Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List	
New American.	70&10
Nicholson's.	70
Heller's Horse Rasps.	70

Galvanized Iron	
Nos. 16 to 20; 22 and 24; 26 and 28; 27, 28, 29, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60.	28
Discount, 60	17

Gauges	
Stanley Rule and Level Co.'s.	60&10

Glass	
Single Strength, by box.	80&20
Double Strength, by box.	80&20
By the Light.	80&20

Hammers	
Maydole & Co.'s, new list.	dis 33 1/2
Verkes & Plumb's.	dis 40&10
Mason's Solid Cast Steel.	30c list 70

Hinges	
Gate, Clark's 1, 2, 3.	dis 60&10

Hollow Ware	
Pots.	50&10
Kettles.	50&10
Spiders.	50&10

Horse Nails	
Au Sable.	dis 40&10

House Furnishing Goods	
Stamped Tinware, new list.	70
Japanned Tinware.	20&10

Iron	
Bar Iron.	2 25 c rates
Light Band.	3 c rates

Knobs—New List	
Door, mineral, jap. trimmings.	75
Door, porcelain, jap. trimmings.	85

Lanterns	
Regular 0 Tubular, Doz.	5 00
Warren, Galvanized Fount.	6 00

Levels	
Stanley Rule and Level Co.'s.	dis 70

Mattocks	
Adze Eye.	\$17 00. dis 70-10

Metals—Zinc	
600 pound casks.	7 1/2
Per pound.	8

Miscellaneous	
Bird Cages.	40
Pumps, Clifton.	75
Screws, New List.	85
Casters, Bed and Plate.	50&10&10
Dampers, American.	50

Molasses Gates	
Stebbins' Pattern.	60&10
Enterprise, self-measuring.	30

Pans	
Fry, Acme.	60&10&10
Common, polished.	70&5

Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.	10 75
"B" Wood's patent planished, Nos. 25 to 27.	9 75
Broken packages 1/4 c per pound extra.	

Planes	
Ohio Tool Co.'s, fancy.	50
Sciota Bench.	60
Sandusky Tool Co.'s, fancy.	50
Bench, first quality.	50

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.	2 65
Wire nails, base.	2 65
20 to 60 advance.	Base
10 to 16 advance.	5
8 advance.	10
6 advance.	20
4 advance.	30
3 advance.	45
2 advance.	70
Fine 3 advance.	50
Casing 10 advance.	15
Casing 8 advance.	25
Casing 6 advance.	35
Finish 10 advance.	35
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance.	85

Rivets	
Iron and Tinned.	50
Copper Rivets and Burs.	45

Roofing Plates	
14x20 IC, Charcoal, Dean.	6 50
14x20 IX, Charcoal, Dean.	7 50
20x28 IC, Charcoal, Dean.	13 00
14x20 IC, Charcoal, Allaway Grade.	5 50
14x20 IX, Charcoal, Allaway Grade.	6 50
20x28 IC, Charcoal, Allaway Grade.	11 00
20x28 IX, Charcoal, Allaway Grade.	13 00

Ropes	
Sisal, 1/2 inch and larger.	8
Manilla.	11

Sand Paper	
List acct. 19, '86.	dis 50

Sash Weights	
Solid Eyes, per ton.	25 00

Sheet Iron	
Nos. 10 to 14.	com. smooth. com.
Nos. 15 to 17.	\$3 20
Nos. 18 to 21.	3 20
Nos. 22 to 24.	3 30
Nos. 25 to 28.	3 40
Nos. 29 to 32.	3 50
Nos. 33 to 36.	3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50

Soldier	
1/4 c.	19
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.	

Squares	
Steel and Iron.	70

Tin—Melyn Grade	
10x14 IC, Charcoal.	\$ 8 50
14x20 IC, Charcoal.	8 50
20x14 IX, Charcoal.	9 75
Each additional X on this grade, \$1.25.	

Tin—Allaway Grade	
10x14 IC, Charcoal.	7 00
14x20 IC, Charcoal.	7 00
10x14 IX, Charcoal.	8 50
14x20 IX, Charcoal.	8 50
Each additional X on this grade, \$1.50.	

Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	

Traps	
Steel, Game.	75
Onelida Community, Newhouse's.	40&10
Onelida Community, Hawley & Norton's.	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25

Wire	
Bright Market.	60
Annealed Market.	60
Coppered Market.	50&10
Tinned Market.	50&10
Coppered Spring Steel.	40
Barbed Fence, Galvanized.	3 25
Barbed Fence, Painted.	2 95

Wire Goods	
Bright.	80
Screw Eyes.	80
Hooks.	80
Gate Hooks and Eyes.	80

Wrenches	
Baxter's Adjustable, Nickled.	30
Coe's Genuine.	30
Coe's Patent Agricultural, Wrought.	70&10

IN THE TOILS.

The Regal Manufacturing Co. Swindler Landed in Jail.

Marion, Ind., Aug. 6—Sometime ago the Tradesman published an article in regard to the transactions of the Regal Manufacturing Co., of Chicago. Later on you also published an article in regard to this same concern in connection with a suit which we had commenced against it in the Chicago courts.

As there have been some very interesting developments within the past thirty days in regard to the Regal Manufacturing Co.'s affairs, and as you appeared to be anxious to serve the interests of your constituents by getting at the bottom facts of the matter, we take the liberty of giving you the particulars regarding late developments which show that you were not far out of the way when you denounced the man Reid as a swindler and his scheme one of the most dangerous ever devised.

About thirty days ago it was discovered by the First National Bank that W. J. Reid, the owner and manager of the Regal Manufacturing Co., had been bringing forged notes to them to be discounted and secured the money on a great many of these notes to the amount of about \$14,000. When the Bank brought the matter to his attention and threatened him with arrest, he said that he was entirely innocent in the matter; that the notes had been brought to him by an advance agent in his employ by the name of McCoy. He was given two days by the Bank to adjust these matters or be placed under arrest.

In order to keep from being arrested he went to a friend, a well-to-do business man of Chicago, H. H. Stoddard, President of the Smith & Stoddard Manufacturing Co., who had been receiver for the Regal Co. a few years ago when Reid was having trouble with a partner, and explained the whole circumstances to him, saying that he had been a victim of this man McCoy. He further offered to turn over his entire business, representing personal property and about \$80,000 worth of accounts, to Stoddard, providing Stoddard would pay the notes at the Bank, which he did. Reid was to remain in the employ of Stoddard and about a week later was started on the road to make collections. Just how much was collected is not known at this time, but only about \$200 was sent in, the balance being kept by Reid.

Mr. Stoddard's attorney, realizing that everything was not right, started to find Reid and finally located him in Kansas City, where he was promptly arrested on a charge of embezzlement. When searched various checks, mentioned in the enclosed newspaper clipping, were found on his person, and in his grip was found a number of valuable papers belonging to the Regal Co. which he had sold to Stoddard.

Reid is now in the Cook county jail and, being unable to furnish bail, will probably be compelled to stay there until his trial comes up, when he will undoubtedly be sent to the penitentiary for a term of years.

A representative of this firm was in Chicago during the month of July and was partly instrumental in securing Reid's arrest. We are also pleased to say that our litigation with the Regal Co. is over and that a satisfactory settlement has been made with Mr. Stoddard. Mr. Stoddard intends to run the business on a different plan from the way it has heretofore been run by Reid and we are satisfied that those who have been having trouble with the Regal Co. under the management of Reid will have no trouble with Mr. Stoddard. Those of your readers who have been victimized by Reid would do well to communicate with Mr. Stoddard, whose office is at 217 East Washington street, who will give them further information in regard to the future operations of the Regal Manufacturing Co. and the settlement of all disputed claims now pending.

We trust the information we have given you will be of interest to both yourself and your readers.

Miller & Barley.

The newspaper clipping referred to by the writers of the above communication is as follows:

Kansas City, July 28—William J. Reid, said to be a well-known Chicago merchant and formerly from Iowa, where his family and connections are among the wealthy and prominent citizens of the State, was arrested in the lobby of the Midland Hotel this afternoon on the charge of embezzlement. The warrant was issued upon complaint of W. N. Gemmill, a Chicago attorney and senior member of the law firm of Gemmill & Foell. The specific charge is the embezzlement of \$400 in money and property from Horace H. Stoddard, a Chicago capitalist.

According to Attorney Gemmill, this is only one item in a long list of charges which will be preferred against Reid. The most important of these is an alleged forgery whereby he (Reid), it is claimed, obtained \$14,000 from the First National Bank in Chicago about a month ago. Reid does not deny that he obtained this amount from the Bank on worthless notes, but claims that a clerk named McCoy turned over the forged notes to him for negotiation. Reid, it is said, admitted to Attorney Gemmill having collected money for the face of the notes amounting to about \$14,000.

When searched \$210 in cash was found in Reid's pockets. Several checks were also found. One was for \$215.47, made by Daube, Cohn & Co., on the First National Bank at Cameron, Texas. Another was for \$18, made payable to the Regent Manufacturing Company at Shellsburg, Iowa, and still another for \$17.40 was signed Mausbaum & Fehard, Greesbeck, Texas, and payable to the Royal Tailoring Company. None of these checks had been indorsed by the payees. Several other checks were found in his possession, making an aggregate of about \$1,000.

Reid broke down completely when locked in at police headquarters. He retired to a corner of his cell, and placing his face between his hands wept bitterly. He is 28 years of age and unmarried. It is said he was formerly in the saddlery business in Chicago. He consented to accompany Attorney Gemmill and a special detective to Chicago without a requisition and they left with him to-night. Reid said before leaving that he had no explanation to offer, but he felt confident he would be acquitted of the charges against him.

The Grain Market.

Corn has been the all-absorbing topic. Rains came at last, but they did not help the corn crop in the corn belt, as it came too late. The most that is estimated by the experts is 1,500,000,000 bushels; some put it at 200,000,000 bushels less. As the Corn King, Geo. H. Phillips, transferred his trades to another house, so he could get his account in shape (so he says), it kept the corn trading normal. To-day, however, the market did not sell off, as expected, but kept around 58½c for September. This is a large price. However, should the conditions prove as bad as reported, corn may look cheap later on. The visible made a fair decrease of 783,000 bushels.

Wheat has gained about 2c per bushel for cash and futures. Our exports have been double in July this year what they were in July, 1900, being over 26,000,000 bushels, against 13,000,000 bushels during the same time last year. Wheat and flour exports were 6,484,000 bushels during the week. The foreigners seem to buy largely, notwithstanding our large crop, but we can easily export about that amount weekly during the coming cereal year. Argentine will not have much to export until the new crop is harvested, which will be in January next.

Reports from the Northwest—that is, the spring wheat crop—show damage by

the hot weather in some sections and too much rain in other sections. How true this is the future will show. We are rather in doubt as to the reports, remembering that last year the report came that farmers would have to import seed. We all know they seem to have had enough wheat in the Dakotas and Minnesota and did not have to import seed, so we take the present report with a large grain of allowance. The visible made an increase of 1,105,000 bushels—about usual for this time of the year. Had our exports not been of such mammoth proportions, the visible would have shown much larger increase. While we have had a bountiful crop, the millers do not find it very plentiful at present, as farmers are not selling, being busy with other work and the present price does not suit them. The Government crop report will be issued on Aug. 10, which will probably give a more correct estimate of corn and spring wheat.

Oats held their own, on account of the light crop. From the present outlook they will not be lower.

Rye is strong around present prices—40¢42c per bushel from farmers' wagons.

Beans are lower. October are quoted at \$1.86 in carlots for hand-picked.

Flour has had an upward tendency, owing to the advance in wheat.

Mill feed is as strong as ever. The demand is urgent, especially from the East.

The mills have all they can do at present.

Receipts of grain during July have been: wheat, 216 cars; corn, 34 cars; oats, 50 cars; flour, 21 cars; beans, 5 cars; hay, 4 cars; potatoes, 11 cars.

During the week: wheat, 46 cars; corn, 18 cars; oats, 15 cars; flour, 3 cars; beans, 1 car; hay, 1 car.

Millers are paying 66c for wheat.

C. G. A. Voigt.

Amos S. Musselman, President of the Musselman Grocer Co., is spending a few days in the Upper Peninsula, the objective point being Marquette, where a joint meeting of the various prison boards of the State will be held.

Gilbert J. Haan, manager of the wholesale department of Lyon-Kymer-Palmer-Co., is taking a week's respite from business cares and responsibilities.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—GOOD ESTABLISHED GROCERY business in town of 6,000; a bargain for the right person. Will not sell except to good, reliable party. For particulars address Grocery, care Michigan Tradesman. 983

FOR SALE CHEAP—ONE ROLLING LADDER, with 70 feet of track. Address No. 981, care Michigan Tradesman. 981

A SMALL CROCKERY STOCK OF NEW staple stuff can be had for 80 cents on the dollar. Address No. 982, care Michigan Tradesman. 982

WANTED—DRUG STOCK, ONE THAT invoices from \$1,000 to \$1,500. Address Edgar E. Tice, Bloomington, Mich. 980

TO EXCHANGE—GOOD PAYING DOWN town business property for farm or stock of merchandise. Chance of a lifetime. Owner must realize at once. C. E. Herington, Houseman Building, Grand Rapids. 979

FOR SALE—IF SOLD BEFORE SEPT. 1, one of the best drug stores in the State. Average daily sales for July, \$39.29. No cut rates. Do not care to sell after Sept. 1. Address No. 986, care Michigan Tradesman. 986

CHOICE 80 ACRE FARM FOR SALE OR trade. Box 33, Epsilon, Mich. 985

DRUG STOCK FOR SALE—THE STOCK of drugs of the late William McDonald, 115 South Burdick St., Kalamazoo, is for sale by the executors to close the estate. John L. Wallace, David McDonald, Executors. 913

FOR SALE—A HARDWARE STOCK, including furniture, fixtures and tinners' tools, at 62 W. Bridge St., in this city. Having bid in the same at chattel mortgage sale, it will be sold at a bargain. Everything in it necessary for a person wishing to commence business. Apply to Peter Doran, Rooms 19-20 Tower Block, Grand Rapids, Mich. 972

MEAT MARKET STOCK FOR SALE. SHOP and fixtures to rent. Does a business of \$24,000 to \$25,000 annually. Good chance for a good butcher. Address No. 974, care Michigan Tradesman. 974

A SPLENDID GENERAL STORE, HOTEL and livery, a great stand for business; good trade; trade; number of steady boarders. Sell or exchange for a farm. Address R. A. Butwell, Wixom, Mich. 976

STOCK OF GOODS. SPLENDID OPENING to put in stock general merchandise in town in Northern Washington. Agricultural and mining center. Splendid inducement offered to the right party. Inquire of Meacham-Cameron & Co., 40 Wall street, New York City. 977

FOR SALE—A FIRST-CLASS SHINGLE and tie mill in very best repair; center crank engine, 12x16; plenty boiler room; Perkins shingle mill; bolter cut off, drag and knot saws; elevator; endless log chains; gummer; belting all in first-class shape; mill now turning out 40 to 50 M. shingles per day. Any one wanting such a mill will do well to investigate. Will trade for stock of groceries. Address A. R. Morehouse, Big Rapids, Mich. 970

FOR SALE—COUNTRY STORE DOING good business. For particulars address J. B. Adams, Frost, Mich. 966

FOR SALE—IN THRIVING CITY OF 4,000, confectionery, ice cream soda, cigars and tobacco; business good; cash trade. Enquire at 382 Canal St., Grand Rapids. 965

MANCELONA, J. L. FARNHAM WISHES a buyer for his stock of goods, consisting principally of groceries and shoes. He will sell his store building or rent same. 975

FOR RENT—BOOT AND SHOE STORE, established trade of five years, will be for rent Sept. 1, 1901; only one shoe stock in city of 2,200—one of the best towns for trade in the State; a growing town with lots of factories; a grand opportunity for a boot and shoe firm. Geo. H. Sheets, Grand Ledge, Mich. 964

FOR SALE—SMALL CAPACITY SAWMILL in good repair; one-half million feet of logs ready to be manufactured and more in sight. Reason for selling, owner has no knowledge of manufacturing. Address Box 64, Boon, P. O., Wexford Co., Mich. 950

FOR SALE—DRUG STORE IN A THRIVING Northern Michigan resort town. Stock invoices about \$1,500. Best of reasons for selling. Bright new stock, good trade. Address Bower's Drug Store, Indian River, Mich. 947

FOR SALE, CHEAP—\$1,500 STOCK GENERAL merchandise. Address No. 945, care Michigan Tradesman. 945

FOR SALE—BEST MONEY-MAKING GROCERY in the State, all sales spot cash; old established stand, 40x80; low rent; stock about \$5,000; can reduce to suit; no unsalable goods; making over \$3,000 net per annum. The Philadelphia Chemical Co. is building a plant near by store. It appropriated nine million dollars for this; our ship yards built the famous Erie and Tashmo, and are building two vessels to cost over half a million each; have two large soda and many other plants; this is the second largest shipping point in the State; our postoffice rates second; reason for selling, wish to take an interest in a wholesale grocery in Detroit. Carl Dlee, Wyandotte, Mich. 939

FOR SALE OR RENT—TWO BRICK STORES connected with arch, 22x80 each; suitable for department or general store, of which we have need here; will rent one or both. Write P. O. Box 556, Mendon, Mich. 936

STOCK OF GENERAL MERCHANDISE for sale. Box 108, Rathbone, Mich. 922

ROMEYN-PARSONS PAYS CASH FOR stocks of merchandise (not a trader or broker). Grand Ledge, Mich. 920

FOR SALE—AN UP-TO-DATE HARDWARE and implement stock, invoicing \$3,000; located in Northern Michigan; doing a good business. Address No. 913, care Michigan Tradesman. 913

FOR SALE—THE BEST STOCK OF GROCERIES, having the best trade in one of the best towns and in one of the best fruit and potato sections of Michigan; doing a prosperous business; also have a fine shipping business in fruit and potatoes; also a warehouse which I will dispose of. Object of selling, have other business elsewhere that will require all of my attention. Address No. 856, care Michigan Tradesman. 856

FOR SALE—STOCK OF GENERAL MERCHANDISE and fixtures, invoicing \$3,000 to \$3,500; cash discount; best farming district in Northern Indiana; good reasons for selling. Address No. 810, care Michigan Tradesman. 810

IF GOING OUT OF BUSINESS OR IF YOU have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich. 728

MISCELLANEOUS

WANTED—REGISTERED PHARMACIST. Address No. 984, care Michigan Tradesman. 984

PAN-AMERICAN ACCOMMODATIONS AT private house, conveniently located. Lodging, one dollar each. Address Lefroy S. Oatman, Sec'y, Buffalo Produce Exchange. 917

WANTED—BY A YOUNG MARRIED MAN a position in a grocery or general store. References. Address L. R. May, Star City, Mich. 978

DID YOU EVER

know of a grocer who handles them but what will say that

Standard Crackers
and
Blue Ribbon Squares

are the best goods on the market and are not made by a trust. See quotations in price current.

E. J. KRUCÉ & CO., DETROIT

If you want to secure more than

\$25 REWARD

In Cash Profits in 1901, and in addition give thorough satisfaction to your patrons, the sale of but one dozen per day of

**FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST**

will secure that result.

Grand Rapids Office, 29 Crescent Ave. Detroit Office, 111 W. Larned St.

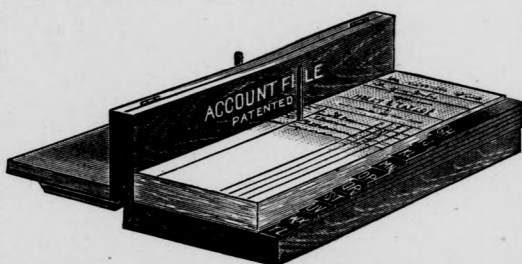
Simple Account File



one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.

TRADESMAN COMPANY, Grand Rapids



MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Grocers' and Meat Dealers' Association
President, E. P. CRO-S; Secretary, HENRY J. SCHABERG; Treasurer, H. R. VAN BOCHOVE.

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BORLINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORN.

Traverse City Business Men's Association
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Ontonagon Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association
President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

St. Johns Business Men's Association
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Muskegon Retail Butchers' Association
President, MARTIN BIRCH; Secretary, C. D. RICHARDS; Treasurer, WM. SMITH.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 and 12:10 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,
W. E. WOLFENDEN, D. P. A.

GRAND Rapids & Indiana Railway July 1, 1901.

Going North.
Lv G'd Rapids..... 4 05p ex Su ex Su ex Su
Ar. Cadillac..... 6 45a 11 25a 4 40p 2 10a
Ar. Traverse City..... 8 30a 1 30p 6 50p
Ar. Petoskey..... 9 30a 2 50p 7 35p 5 35a
Ar. Mackinaw City..... 11 20a 4 15p 6 55a
Trains leave for Cadillac 5:20pm, ar'g at 9:00pm.
Trains arrive from the north at 6:00 a m, 11:30 a m, 12:20 p m, 5:15 p m and 9:20 p m.

Going South.
Lv. G'd Rapids. 7 10a 1 50p 6 00p 12 30p 9 35p
Ar. Kalamazoo. 8 50a 3 22p 7 45p 1 45p 10 55p
Ar. Ft. Wayne. 12 10p 6 50p To Chicago 1 45a
Ar. Cincinnati. 6 25p 6 55a
Trains arrive from the south at 3:55 a m and 7:20am daily, 1:50pm, 9:35pm and 10:05pm except Sunday.
Pullman sleeping or parlor cars on all through trains 4:05am "Northland Express" has dining car Grand Rapids to Mackinaw City. 2:00pm train going north has buffet car to Harbor Springs. 9:35pm train going south has through sleeping cars to Cincinnati, St. Louis, Indianapolis and Louisville daily.

MUSKEGON. Except Sunday
Lv. Grand Rapids. 7 35am 1 53pm 5 40pm
Ar. Muskegon. 9 00am 3 10pm 7 00pm
Sunday train leave Grand Rapids at 9:15am.
Sunday train leaves Grand Rapids 7:00pm.
Arrives at Muskegon 8:25pm.
Trains arrive from Muskegon at 9:30am daily, 1:30pm and 5:20pm except Sunday and 8:00pm Sunday only.

CHICAGO TRAINS
G. R. & I and Michigan Central.
TO CHICAGO Except Sunday
Lv. G'd Rapids (Union depot) 12 30pm 9 35pm
Ar. Chicago (12th St. Station) 5 25pm 6 55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
9:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO Except Sunday
Lv. Chicago (12th St. Station) 5 15pm 11 30pm
Ar. G'd Rapids (Union depot) 10 05pm 7 23am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car.

Take G. R. & I. to Chicago

50 cents to Muskegon and Return Every Sunday

Good Light—the Pentone Kind

Simple and practical. Catalogue if you wish.

Pentone Gas Lamp Co.

Bell Phone 2929 141 Canal Street
Grand Rapids, Michigan

"SAVE TIME AND STAMPS"
PELOUZE POSTAL SCALES
THE HANDSOMEST AND BEST MADE
THEY TELL AT A GLANCE THE COST OF POSTAGE IN CENTS AND ALSO GIVE THE EXACT WEIGHT IN 1/2 OZS. NATIONAL 4 LB. \$3.00, UNION 2 1/2 LB. \$2.50.
"THEY SOON PAY FOR THEMSELVES IN STAMPS SAVED"
PELOUZE SCALE & MFG. CO., CHICAGO.

COUPON BOOKS
SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS
ACCURACY
PROFIT
CONTENTMENT
We make four grades of books in the different denominations.
CIRCULARS SAMPLES ON INQUIRY
TRADESMAN COMPANY.
GRAND RAPIDS, MICH.

Cold Facts Served Hot
with
Dignified Design or Catchy Conceit
make
Advertising Profitable
Tradesman Company
ENGRAVERS
GRAND RAPIDS, MICH.

We Have a Plan



that will establish any retail business on a cash basis and draw a large increase of cash business in a wonderfully short time. It is a success. The cost is small. It's free for the asking. Don't delay. Write us at once.

Trio Silver Co.,
133 Wabash Ave., Chicago, Ill.

The Imperial Lighting System

Patents Pending



Economical, brilliant, durable, reliable and simple to operate. A light equal to an electric arc at a very low cost. The Imperial Lighting System is far superior to the Electric Arc, being softer, whiter and absolutely steady. From a tank the gasoline is conveyed through an entire building through a flexible copper tube that can be put through crevices, around corners and concealed the same as electric wires, and as many lights as may be desired can be supplied from the same tank. The Imperial System burns common stove gasoline, gives a 1,200 candle power light, and one gallon of gasoline burns 16 hours. All lamps are fully guaranteed, and are trimmed complete with full instructions as to installing and operating the system.

We also manufacture a complete line of Air and Gravity Pressure Lamps. Write for illustrated catalogue.



THE IMPERIAL GAS LAMP CO., Sole Manufacturers

132-134 E. Lake St., Chicago, Ill., U. S. A.

NEW SHAPE



TANGLEFOOT SEALED STICKY FLY PAPER

CATCHES THE GERM AS WELL AS THE FLY.

Sanitary. Used the world over. Good profit to sellers.

Order from Jobbers.

H. LEONARD & SONS, Grand Rapids, Mich.

Write for our Catalogue, "The Commercial Traveler," if you are thinking of adding to your business or of going into a new business. We solicit a share of your patronage and aim to retain your trade by giving full value at the lowest prices. Catalogue sent to merchants on request. **Don't wait—mail us your order.**

Diamond Fly Paper

In double sheets 9x16 inches. Patent wax border edges which prevents running or dripping. 25 double sheets (50 single) in fancy box, per box..... \$ 30
Per case of 10 fancy boxes..... 2 75

Brooms

In spite of strong advance in broom corn we quote as follows while the stock lasts. Our special bargains:
"Leader," medium fine, 3 colored sewing, per doz..... 1 55
"Belle," choice quality, 23 lbs., 4 colored sewings, fancy lock finish, a fine carpet broom, per doz..... 1 95

Wash Boards

The best 25c or 30c board.
"Concave" washboard saves splashing, has more rubbing service, keeps water in center and has ventilated back. Warranted a quick seller, per doz..... 2 15

Paper Bags

Three grades, all sizes, see catalogue for complete list. 1 lb. bags, per 500, Cream Manila, square..... 32

Galvanized Iron Tubs

No. 1, best grade, per d..... 5 40
No. 2, best grade, per d..... 6 00
No. 3, best grade, per doz..... 6 90

Wood Butter Dishes

Wire Ends, 250 in Crate.
1 lb. size, per crate..... 4
2 lb. size, per crate..... 4
3 lb. size, per crate..... 5
5 lb. size, per crate..... 6

Stone Butter Crocks

Fine White Glaze, "Macomb" Brand.
1/2 gal. (5 lbs.), per doz..... 40
1 gal. (10 lbs.), per doz..... 70
2 gal. (20 lbs.), per doz..... 1 40

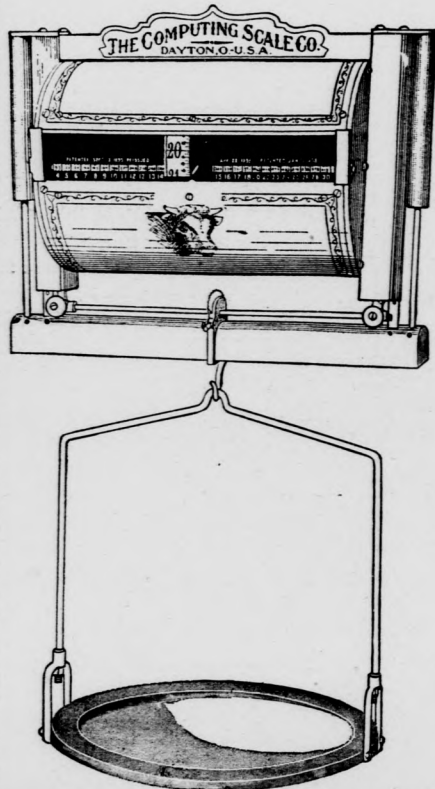
Clothes Pins

Best Quality, Full Count.
"Star," per case, 5 gross..... 40
"Carton," per case, 12 cartons of 5 doz. each..... 67

Splint Clothes Baskets

Made of best splint, 2 in. wide, size of basket 20x19 in. wide, 12 in. deep, per doz..... 2 20

The Hottest Weather Ever Known



Won't affect our Spring Balance scales the slightest. All danger of loss to yourself and dissatisfaction of your customers is obviated by this new invention. It is the wonder of the century and is rightly classed with the greatest of them. The old objection to spring balance scales on account of their variance in weight due to the changes in the weather has been completely overcome in this discovery and application of the Thermostat to our Money Weight Automatic Spring Balance Scales. Consider the saving, the convenience and the satisfaction to be had in a thoroughly reliable scale. Consider the easy terms on which they are sold, then send us your order.

The Computing Scale Company
Dayton, Ohio